

# Bilingual Spanish Hire: 5498

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Licensed Insurance Producer

## EXPERIENCE

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### **State Farm Insurance**

*November 2023 - March 2024*

Licensed Insurance Producer

- Possess active P&C, Life & Health insurance licenses
- Explain various insurance policies and products to potential and existing clients, guiding them toward the most appropriate coverage
- Issue quotes, maintain client records, prepare reports, and address client inquiries regarding insurance plans and policies
- Provided clients with expert guidance in selecting insurance policies that matched their unique needs and preferences
- Demonstrate strong communication and interpersonal skills to build lasting client relationships

### **Allstate Insurance**

*May 2023 - October 2023*

Licensed Insurance Producer

- Explain policy features, coverage options, benefits, and exclusions in a clear and professional manner
- Cross-sell and up-sell additional coverages, including bundling home and auto policies
- Develop customized insurance plans tailored to clients' unique needs
- Provide exceptional customer service by addressing inquiries, policy changes, and renewals
- Follow up with potential and existing clients to maintain strong relationships and ensure policy retention

### **Car Dealership**

*February 2020 - June 2020*

Sales Representative

- Coordinated daily sales activities from initial customer contact to deal completion, ensuring optimal results.
- Greeted customers upon entering the showroom, guiding them through dealership procedures and brand values to build trust and rapport.
- Conducted detailed needs assessments by reviewing account information and discussing customer requirements.
- Resolved customer concerns with balanced solutions that protected both customer satisfaction and company interests.
- Fostered long-term loyalty and repeat business through exceptional service and transparent communication.

## CERTIFICATIONS

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### **Licensed P&C, Life & Health in: FL**

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Reported: 31–40 policies/mo, \$20–30k premium/mo

Experience: Allstate 1 year, State Farm 1 year

Licensed P&C, Life & Health in: FL

Will work REMOTE in PT, MT, CT, ET

Desires a Sales role with an Agency @ \$35k base, with \$80k+ earning potential

100+ outbound dials/day, 50 inbound calls, referral sales, pivot & cross selling, & consistently delivering excellent customer service while meeting production goals.