

Bilingual Spanish Hire: 5543

Licensed Insurance Producer

EXPERIENCE

Insurance Company

May 2023 - February 2024

Account Manager

- Managed commercial insurance accounts, handling endorsements, renewals, and policy servicing with accuracy.
- Collaborated with producers to place coverage on accounts, working with both admitted and non-admitted carriers to meet client needs.
- Ensured compliance with underwriting requirements while providing tailored coverage solutions for businesses.
- Built and maintained strong client relationships by delivering responsive service and support.

Insurance Company

June 2022 - March 2023

Insurance Agent

- Licensed Agent and Broker specializing in Property & Casualty and Life insurance policies.
- Marketed, quoted, and sold a variety of P&C, life, and commercial insurance products to meet client needs.
- Conducted needs assessments to recommend tailored coverage solutions and ensure proper risk protection.
- Built and maintained strong client relationships through education, follow-up, and policy servicing.
- Collaborated with carriers and underwriters to negotiate terms, secure favorable rates, and close business.

State Farm Insurance

December 2016 - June 2022

Sales/ Account Representative

- Consistently ranked as top office salesperson, excelling in both personal and commercial insurance products and services.
- Specialized in serving high-net-worth individuals, property portfolio investors, and business owners within a highly competitive market.
- Acted as a key liaison for Spanish-speaking and Latino clients, expanding the agency's market reach and strengthening community presence.
- Delivered tailored risk management solutions and built long-term client relationships through consultative sales and ongoing service.
- Consistently exceeded sales goals by combining deep product knowledge with proactive prospecting, cross-selling, and referral generation.

EDUCATION

Public University

Bachelor Degree

CERTIFICATIONS

Licensed P&C in: TX, CA

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Licensed Insurance Producer

Reported: 30 policies/mo, \$35k premium/mo

Experience: State Farm 6 years

Licensed P&C in: TX, CA

Will work HYBRID

Desires a Hybrid role with an Agency @ \$35k base, with \$75k+ earning potential

70 outbound dials/day, 30 inbound calls, referral sales, pivot & cross selling, & delivering excellent customer service.