

Bilingual Spanish Hire: 5567 ***1-3 LIFE APPS/MO***

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

September 2018 - August 2024

Insurance Agent

- Developed and managed leads through outbound and inbound efforts, scheduling appointments and conducting needs analyses to recommend suitable insurance products.
- Built and maintained long-term customer relationships, ensuring satisfaction, trust, and policy retention.
- Collaborated closely with the agent to achieve office marketing and sales goals, directly contributing to team success.
- Conducted proactive follow-ups and delivered high-quality service to strengthen customer loyalty and generate referrals.

Distribution Services

September 2017 - August 2018

Assistant Manager

- Consistently exceeded monthly and annual sales quotas, earning recognition as a top-performing salesperson.
- Delivered outstanding customer service, strengthening client relationships and driving repeat business.
- Provided mentorship and training to team members, contributing to overall team success and improved performance.
- Recognized by management for leadership, initiative, and ability to balance both sales goals and customer satisfaction.

Air Duct Cleaning Company

June 2016 - July 2017

Call Center Representative & Staff Recruiter

- Addressed customer inquiries and resolved issues promptly, ensuring consistently high customer satisfaction.
- Trained and onboarded new staff, improving team performance and supporting company growth.
- Built strong rapport with customers, fostering loyalty and repeat business.
- Collaborated with management and peers to streamline processes and enhance overall service quality.

CERTIFICATIONS

Licensed P&C, Life & Health in: NY, NJ, CT

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Licensed Insurance Producer

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

Experience: State Farm 6 years

Licensed P&C, Life & Health in: NY, NJ, CT

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with a State Farm Agency @ \$40–45k+ base, with the ability to earn \$65k+ total

100+ outbound dials/day, 20+ inbound calls, pivot & cross selling, referral sales, creating their own leads, retention, selling & servicing the Spanish-speaking community, and customer service. They also report selling 1–3 new life policies per month.