

Bilingual Spanish Hire: 5531

Licensed Insurance Producer

EXPERIENCE

Wind Energy Company

January 2025 - April 2025

Electrical Maintenance Technician

- Served as Electrical Maintenance Technician, specializing in high-voltage electrical systems for wind turbines.
- Performed preventive and corrective electrical maintenance on Vestas turbines to maximize energy production and ensure reliability.
- Conducted routine inspections and diagnostics of high-voltage components, identifying and resolving electrical issues quickly and safely.
- Collaborated with site teams to optimize turbine performance, minimize downtime, and adhere to strict safety protocols.
- Utilized advanced troubleshooting techniques and technical documentation to support continuous operations in a high-demand renewable energy environment.

State Farm Insurance

January 2024 - December 2024

Insurance Agent

- Prospect and generate leads through networking, referrals, and outbound marketing strategies.
- Assess client needs and financial situations to recommend tailored insurance solutions across multiple product lines.
- Present and explain insurance policy features, benefits, exclusions, and terms to ensure client understanding.
- Close sales effectively while maintaining compliance with underwriting guidelines and industry regulations.
- Build and maintain long-term client relationships through regular communication, policy reviews, and follow-up.
- Cross-sell and upsell additional products to maximize coverage and increase agency revenue.
- Stay current on industry trends, carrier products, and regulatory changes to provide accurate and updated advice.
- Meet and exceed monthly sales and retention goals by applying strong negotiation and customer service skills.

Professional and Logistical Support Company

January 2023 - December 2023

Porter Supervisor

- Supervised an 8-person team, assigning tasks, monitoring performance, and ensuring fair break rotations.
- Restocked food, snacks, and supplies for individuals under Border Patrol care, maintaining inventory accuracy and efficiency.
- Assisted with a variety of operational tasks, including construction, maintenance, painting, repairing, and cleaning.
- Ensured compliance with task assignments from Border Patrol, completing duties quickly and effectively.
- Contributed to overall site organization, safety, and cleanliness to support daily operations.
- Adapted to multiple roles as needed, demonstrating flexibility and a strong work ethic.

CERTIFICATIONS

Licensed P&C in: CA, ID, WA

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Licensed Insurance Producer

Reported: 30 policies/mo, \$30k premium/mo
Experience: Allstate 4 months, State Farm 1.5 years
Licensed P&C in: CA, ID, WA
Bilingual: English & Spanish
Will work REMOTE in EST or CST

Desires a Sales role with an Agency @ \$45k base, with the ability to earn \$70k+ total

100 outbound dials/day, 10–20 inbound calls, referral sales, pivot & cross selling, & providing excellent customer service.