

Bilingual Spanish Hire: 5592 **6-9 LIFE, 2 HEALTH APPS/MO**

Licensed Insurance Producer

EXPERIENCE

State Farm Insurance

2018 - Present

Sales Manager

- Led sales training for new hires across two agency locations, ensuring product knowledge and compliance across all insurance lines.
- Strategically scheduled and conducted policy reviews to uncover coverage gaps and maximize cross-sell opportunities, particularly in life insurance sales.
- Played a key role in achieving the annual sales goal by driving consistent life insurance production through effective client engagement.
- Managed client accounts by providing responsive service, maintaining accurate policy information, and ensuring retention through proactive communication.
- Cultivated long-term client relationships by delivering exceptional service, conducting coverage consultations, and offering tailored risk management solutions.

Hispanic Business Association

2022 - Present

President

- Directed organizational leadership, serving as President and overseeing day-to-day operations and long-term strategy for the association.
- Organized and managed large-scale community events, driving civic engagement and visibility for the association.
- Built and fostered strategic partnerships with key stakeholders, including the Mayor, local police department, and business leaders, to strengthen community ties.
- Increased membership to 87 organizations/individuals, contributing to sustained growth and community involvement.
- Recognized with prestigious award, highlighting program excellence and impactful leadership.
- Championed business development initiatives, creating opportunities for local businesses to collaborate, thrive, and expand.

State Farm Insurance

2012 - 2018

Account Manager

- Managed a substantial book of business, focusing on high-touch client service to drive retention and satisfaction.
- Handled service work including policy reviews, coverage changes, and claims support to ensure clients received exceptional ongoing care.
- Collaborated with the agency owner to identify new business opportunities, optimize daily processes, and strengthen community presence.

State Farm Insurance

2010- 2012

Licensed Insurance Producer

- Played a key role in helping a first-year scratch agent achieve travel-level production goals, with a strong emphasis on life insurance policies and premium sales.
- Cold called and followed up on leads using Prospector+, generating consistent new business opportunities.
- Completed Book of Business (BOD) tasks to ensure operational efficiency and smooth agency processes.
- Quoted and wrote new business across multiple lines, contributing to the growth of the agency's client portfolio.
- Provided ongoing service and support to existing clients, strengthening relationships and improving retention.
- Collaborated closely with the agent to balance both production and service goals, ensuring long-term agency growth.

EDUCATION

Community College

Associate Degree

CERTIFICATIONS

Licensed P&C, Life & Health in: AZ

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Licensed Insurance Producer

Reported: 60–70 policies/mo, \$35–45k premium/mo

Experience: State Farm 15 years

Licensed P&C, Life & Health in: AZ

Will work REMOTE in PST only

Desires a Sales role with a State Farm agency @ \$45–50k base, with \$90k+ earning potential

50+ outbound dials/day, 10+ inbound calls/day with live lead transfers, pivot & cross selling, referral sales, bundling, win-backs, networking, developing their own leads, event marketing, & customer service. They also report 6–9 new life sales per month, along with 2 health products sold consistently during their time with State Farm.