

# Bilingual Spanish Hire: 5571 \*\*\*4-7 LIFE APPS/MO\*\*\*

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Licensed Insurance Producer

## EXPERIENCE

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### **State Farm Insurance**

*June 2022- Present*

Licensed Insurance Producer

- Generated and pursued new client opportunities through prospecting, networking, and relationship-building strategies.
- Consistently met and exceeded revenue and sales quotas, demonstrating strong closing skills and performance discipline.
- Maximized business growth and boosted client retention by delivering outstanding, customer-focused service.
- Utilized targeted email campaigns and cold calling to increase revenue streams and expand market presence.
- Provided clients with coverage option insights to ensure asset protection and informed decision-making.
- Trained, developed, and mentored a remote sales team, enhancing productivity, skill development, and overall team success.

### **State Farm Insurance**

*July 2018- May 2022*

Office Manager

- Oversaw office inventory operations, including ordering, requisitioning, stocking, and shipment receiving to ensure smooth workflow.
- Planned, created, tested, and deployed system life cycle methodologies, delivering high-quality systems that exceeded customer expectations.
- Maintained a professional demeanor by remaining calm and solution-focused when addressing dissatisfied or upset customers.
- Set aggressive yet achievable performance targets for employees, boosting company success and strengthening motivation across the team.

## **Retail**

*May 2016- June 2018*

Senior Merchandising Manager

- Drove profitable sales growth by executing company merchandising direction through SOPs, including markdowns, signage, replenishment, and marketing initiatives.
- Led a high-performing department responsible for a majority of total store sales, playing a pivotal role in managing a complex and dynamic business.
- Designed engaging and interactive displays to enhance the in-store shopping experience and boost customer engagement.
- Reviewed and analyzed customer feedback to identify buying trends, optimize product selection, and improve overall sales performance.

## EDUCATION

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### **Private University**

Bachelor Degree

## CERTIFICATIONS

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Licensed P&C, Life in: IL, MO, AK, KS

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Licensed Insurance Producer

Reported: 40–50 policies/mo, \$40–50k premium/mo

Experience: State Farm 7 years

Licensed P&C, Life in: IL, MO, AK, KS

Will work REMOTE only in EST or CST

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

80+ outbound dials/day, 10+ inbound calls with live leads, pivot & cross selling, referral sales, bundling, training & developing a remote sales team, selling & servicing the Spanish-speaking community, & customer service. They report 4–7 new life products sold per month.