

Bilingual Spanish Hire: 5624

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance

April 2024 - Present

Licensed Insurance Agent

- Conducted outbound sales calls, cultivating strong relationships with clients and internal teams to drive business growth.
- Maintained accurate and up-to-date client records by consistently updating the CRM/Client Management System.
- Managed a dedicated channel of agents, successfully guiding them to meet and exceed new business targets.
- Trained agents on underwriting guidelines, internal procedures, digital tools (including company website and web rater), and product offerings.
- Served as a key liaison between agency partners and internal company departments, ensuring effective communication and collaboration.

Telecommunications Company

June 2019 - April 2024

Sales Manager

- Demonstrated in-depth expertise in relationship-based selling of complex software solutions, aligning offerings with client needs.
- Recognized for technology leadership in a rapidly growing and analyst-acclaimed emerging market.
- Enforced pricing strategies and led high-stakes negotiations to maximize revenue and maintain profitability.
- Organized branch-level customer engagement events to boost product awareness and drive sales.
- Delivered training and refresher sessions for branch staff, enhancing knowledge and performance in Bancassurance business lines.
- Recruited, trained, and coached a high-performing sales team, fostering a culture of excellence and accountability.

Custom Metal Fabricator

May 2014 - April 2019

Client Service Representative

- Maintained accurate and up-to-date records of all customer interactions and transactions in internal systems.
- Resolved customer issues by collaborating with team members to develop effective, customer-focused solutions.
- Responded to inbound customer inquiries, approving requests and processing changes in alignment with company policies.
- Supported sales efforts by distributing product samples and catalogs to potential and existing clients.
- Handled customer exchanges, refunds, and billing adjustments to ensure satisfaction and resolve product or service concerns.

CERTIFICATIONS

Licensed P&C in: NY, GA, IN, OH

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Reported: 35–45 items/mo, \$50–60k premium/mo

Experience: Allstate 1.5 years

Licensed P&C in: NY, GA, IN, OH

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with an Allstate agency @ \$40k+ base, with \$80k+ earning potential

150+ outbound dials/day, 5+ inbound calls/day with live leads, pivot & cross selling, referral sales, bundling, raw new sales, selling to the Spanish speaking community, & customer service.