

# Bilingual Spanish Hire: 5632 \*\*\*5-8+ LIFE APPS/MO\*\*\*

Licensed Insurance Producer

## EXPERIENCE

### Allstate Insurance

*September 2023 - Present*

Licensed Insurance Agent

- Make 150–180 outbound calls daily to drive new customer acquisition and generate consistent pipeline activity.
- Write an average of 3 new household insurance policies per day through consultative selling and needs-based solutions.
- Consistently produce \$30,000–\$40,000 in new written premium each month, with a personal record high of \$40,000+ in a single month.
- Played a key role in scaling outbound sales operations in a startup environment, contributing to early-stage growth and market expansion.
- Track and optimize performance metrics to improve conversion rates and maintain high-volume productivity in a competitive market.
- Collaborate with leadership on sales strategy, scripting, and CRM improvements to increase team efficiency and close ratios.

### State Farm Insurance

*April 2022 - September 2024*

Licensed Insurance Agent

- Manage daily office operations, lead sales initiatives, and oversee service delivery to ensure smooth and compliant agency performance.
- Provide end-to-end client service including policy changes, renewals, billing support, and claims follow-up to ensure client retention and satisfaction.
- Train and support new team members on product knowledge, compliance standards, and sales techniques to maintain office productivity.
- Collaborate with leadership to optimize CRM systems, outbound sales scripting, and overall customer experience strategies.

### Convenience Stores

*January 2023 - January 2024*

Cashier/Stocker

- Stock shelves and coolers to ensure product availability, cleanliness, and proper merchandising throughout the store.
- Operate the front register, process customer transactions efficiently, and provide friendly, responsive service to walk-in customers.

### Sales and Consulting Firm

*2018 - April 2023*

Account Payable Clerk

- Provide part-time administrative support to the business owner, assisting with daily office operations and special projects.
- Manage QuickBooks tasks including data entry, expense tracking, invoicing, and reconciliation to support accurate financial records.
- Assist with organizing files, managing correspondence, and maintaining updated records for smooth workflow and compliance.
- Handle general office tasks as needed, ensuring timely completion of administrative duties in a fast-paced, small business environment.
- Offer flexible, reliable support based on evolving business needs, demonstrating attention to detail and trustworthiness.

## EDUCATION

### Private Collage

Associate Degree

## CERTIFICATIONS

Licensed: P&C, Life & Health – MI, TX, AZ, IN

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Licensed Insurance Producer

Reported: 30–40 items/mo, \$35–45k premium/mo  
Experience: Allstate 2.1 years, State Farm 2.5 years  
Licensed: P&C, Life & Health – MI, TX, AZ, IN  
Will work REMOTE in EST or CST

Desires a Sales or Hybrid role with an Allstate or State Farm agency @ \$45–50k base, with \$80k earning potential

150+ outbound dials/day, 20+ inbound calls/day with live leads, pivot & cross selling, referral sales, bundling, win-backs, policy reviews, selling to the Spanish-speaking community, & customer service. The candidate reports 5–8+ new life sales per month during their time with State Farm.