

Bilingual Spanish Hire Candidate: 5651

****5-10 HEALTH APPS/MO, 5-10 LIFE PIVOTS/MO****

Licensed Insurance Producer

EXPERIENCE

State Farm

March 2023 - September 2025

Sales Account Representative

- Collaborated with the agent to drive sales growth across insurance and financial products
- Identified customer needs through effective questioning and consultation
- Recommended personalized insurance solutions based on client goals
- Built strong client relationships through responsive and attentive service
- Resolved policy questions and concerns to improve customer satisfaction
- Assisted with staff training and onboarding of new team members
- Shared sales strategies and product knowledge to support team development
- Helped foster a collaborative, high-performance team environment
- Supported daily office operations to ensure smooth workflow
- Contributed to meeting agency goals through team and client support

County School System

2015 - March 2023

Lead Employment Specialist

- Led a multi-school work skills program across four high schools
- Facilitated workplace readiness and life skills training for students with special needs
- Built and maintained partnerships with local businesses to create student employment opportunities
- Mentored students to support independence and career readiness after graduation
- Provided individualized guidance to help students succeed in real-world work environments
- Coordinated with educators, support staff, and business leaders to align training with job expectations
- Helped students build confidence, communication skills, and professional habits
- Played a key role in transitioning students into supported or competitive employment settings

EDUCATION

University

Associate's Degree

CERTIFICATIONS

P&C in the State of Florida (2-20)

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Reported: 40–50 policies/month, \$30–40k premium/month

Experience: State Farm 2.7 years

Licensed: P&C – FL (2-20)

Will work REMOTE in EST, CST, or MST

Desires a Sales or Hybrid role with any Agency @ \$45k+ base, with the ability to earn \$65k+ total

40+ outbound calls/day, 30+ inbound calls, pivot and cross selling, referral sales, creating their own leads, bundling, win-backs, and customer service. Puerto Rican Spanish Fluency. This candidate also reports 5-10 health apps/mo (LT/ST Disability & Supplemental Health) and Pivoting 5-10 new life apps/mo to agency specialist (see proof of production). Taking L&H classes now.