

# Bilingual Spanish Hire: 5664 \*\*\*5-10 LIFE APPS/MONTH\*\*\*

Licensed Insurance Producer

## EXPERIENCE

### State Farm Insurance

August 2024 - Present

Licensed Insurance Agent

- Sold a wide range of insurance products, including Property, Casualty, Life, and Health, tailored to meet individual and business client needs
- Delivered exceptional customer service by addressing client inquiries, resolving issues promptly, and ensuring high client satisfaction and retention
- Educated clients on insurance policies, coverage options, and claims processes to support informed decision-making
- Maintained detailed and accurate records of client interactions, policies sold, and follow-ups using agency management systems
- Demonstrated strong organizational skills by managing multiple client accounts, scheduling appointments, and maintaining compliance with state and federal insurance regulations
- Built and maintained long-term relationships with clients through regular communication and personalized service
- Met and exceeded sales targets by identifying new business opportunities and cross-selling insurance products
- Handled policy renewals, endorsements, and claims processing to ensure seamless client experience

### Youth Soccer Club

August 2020 - Present

Assistant Director of Coaching

- Led the development and implementation of the club's coaching methodology to ensure consistency, player development, and alignment across all age groups
- Managed seasonal player evaluations, including assessment design, execution, and feedback delivery to support player growth and team placement decisions
- Designed and facilitated ongoing on- and off-field education programs for club coaches, focusing on technical, tactical, and leadership development
- Collaborated with coaching staff to align training sessions and development plans with the club's long-term player development model
- Utilized performance data and coach input to refine coaching strategies and enhance the club's overall playing philosophy
- Oversaw quality control of coaching delivery, ensuring adherence to club standards and continuous improvement in coaching practices
- Developed and delivered workshops, clinics, and mentorship opportunities to support coaching staff professional growth

### Youth Soccer Club

June 2017 - Present

Coach

- Head Coach of a travel team; led the team to 1st place finishes in three regional tournaments and 2nd place finishes in four regional tournaments, demonstrating strong tactical leadership and player development
- Developed and implemented age-appropriate training programs focused on technical skill, tactical awareness, and team cohesion
- Fostered a competitive and supportive team culture across all teams, emphasizing discipline, sportsmanship, and continuous improvement
- Maintained consistent communication with players and parents, providing individualized feedback and development plans
- Managed game-day strategy, player rotations, and in-game adjustments to maximize team performance and learning outcomes
- Collaborated with club directors and other coaches to align team goals with the club's overall philosophy and developmental objectives

## EDUCATION

### Public University

Bachelor Degree

## CERTIFICATIONS

**P&C, Life & Health IL & FL**

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Reported: 40-50 items/mo, \$40-50k premium/mo (FL numbers 25-30, L&H 10-15)

State Farm 1 year

P&C, Life & Health IL & FL

Will work REMOTE in CST & EST

Desires a Sales role with a State Farm Agency @ \$40-50k base, with \$85k+ earning potential

80+ outbound dials/day, 30+ inbound calls, referral sales, pivot & cross selling, lead generation, bundling, customer service & reports selling 15 new life policies/month.