

Bilingual Spanish Candidate: 5738 ***2-3 LIFE APPS/MO***

Licensed Insurance Producer

EXPERIENCE

Allstate Insurance

September 2025- Present

Licensed Insurance Producer

State Farm Insurance

September 2021 - September 2025

Sales Representative

- Managed auto acquisition processes to drive new business opportunities.
- Successfully sold Auto, Life, Fire, and Health insurance products to diverse clientele.
- Handled inbound leads with a focus on efficient follow-up and conversion.
- Performed cold calling to generate new prospects and expand the customer base.
- Provided backup support to service teams, assisting with minor policy changes and customer needs.
- Tracked and recorded all sales activity using ECRM, Racing Snail, and a personal sales log to ensure accurate reporting and performance monitoring.

Insurance Company

December 2019 - August 2021

Sales Representative

- Offered Auto, Life, and Health insurance products to both new and existing customers.
- Consistently met monthly office goals while tracking and monitoring daily individual performance.
- Assisted clients with policy changes and updates, ensuring accuracy and high-quality customer service.
- Marketed to 12 local businesses monthly, maintaining strong professional relationships and tracking referrals generated through these partnerships.

State Farm Insurance

June 2015 - November 2019

Multi-line Representative

- Sold and successfully pivoted to Auto, Fire, Life, Health, and Bank products for both new and existing clients.
- Consistently met monthly office goals while tracking production through Excel, Wildly Important Goals (WIGS) tracker, and ECRM systems.
- Collaborated with the sales team to strategize and achieve company-wide goals.
- Assisted clients with policy changes and updates, ensuring accuracy and high-quality service.
- Managed daily financial operations, including counting and closing deposits, recording transactions accurately, and transporting deposits to the bank in accordance with office procedures.

State Farm Insurance

February 2014 - March 2015

Service Representative

- Pivoted conversations to Life, Health, Auto, and Fire insurance policies to identify additional coverage needs.
- Processed policy updates, including name, address, coverage, and billing changes, ensuring accuracy and compliance.
- Conducted outbound calls to clients with past-due balances to support timely payments and account resolution.
- Assigned pre-qualified customers to Sales Representatives for follow-up, quoting, and policy recommendations.

** Please note: Employment dates are approximate*

EDUCATION

Collage

Associate Degree

Collage

Bachelor Degree

CERTIFICATIONS

Licensed: P&C, Life – FL 2-20 & 2-14

Bilingual Spanish Candidate: 5738 *2-3 LIFE APPS/MO*****

Licensed Insurance Producer

Reported: 30-40 policies/mo, \$35-45k premium/mo

Experience: State Farm - 7.5 years, Independent - 1.8 years, Allstate - 3 months

Licensed: P&C, Life - FL 2-20 & 2-14

Will work REMOTE in EST or CST

Desires a Sales or Hybrid role with a State Farm agency @ \$45k base, with \$65k+ total earning potential

70+ outbound dials/day, 10+ inbound calls, pivot & cross selling, referral sales, win-backs, selling & servicing the Spanish-speaking community, & customer service. Reports selling 2-3 new life policies per month.

** Please note: Employment dates are approximate*