

# Bilingual Spanish Hire: 6021 \*\*\*8-10 LIFE APP/MO\*\*\*

---

Licensed Insurance Producer

## EXPERIENCE

---

### Local State Farm Agency (Operated by Independently Contracted Agent)

2023 - March 2026

Agent Team Member

- Exceeded sales targets consistently by delivering results-driven performance in fast-paced retail environments
- Built and maintained strong client relationships to drive repeat business and customer loyalty
- Identified customer needs and recommended tailored solutions, increasing overall revenue growth
- Recognized for top performance through consistent achievement of sales goals
- Leveraged upselling and cross-selling strategies to maximize sales opportunities
- Delivered exceptional customer experiences by addressing inquiries and resolving concerns efficiently
- Maintained high levels of customer satisfaction and retention through proactive service
- Demonstrated strong communication, problem-solving, and multitasking skills in high-volume settings

### Local State Farm Agency (Operated by Independently Contracted Agent)

February 2016 - 2023

Agent Team Member

### Insurance Company

January 2014 - January 2016

Office Supervisor/ Sales Associate

- Scheduled appointments with prospective life insurance clients, generating qualified leads
- Collaborated with multiple insurance providers including ACCC, Empower, Progressive, Gainsco, and Affirmative to secure competitive quotes
- Analyzed client needs and recommended the most suitable auto insurance coverage options
- Sold and processed auto insurance policies, ensuring accuracy and compliance
- Maintained ongoing client relationships by following up on policy status and renewals
- Assisted customers with sending and receiving money transfers through Western Union
- Delivered efficient customer service by managing transactions and resolving client inquiries

\*\*\* Please note: Employment dates are approximate

## EDUCATION

---

### Community College

Associate Degree

## CERTIFICATIONS

---

Licensed: P&C, Life & Health – TX

## **Bilingual Spanish Hire: 6021 \*\*\*8-10 LIFE APP/MO\*\*\***

---

Licensed Insurance Producer

Reported: 80–90 policies/month, \$90–100k premium/month

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) – 10 years, Independent – 2 years

Licensed: P&C, Life & Health – TX

Will work REMOTE in CST, EST, or MST

Desires a Sales role with a Local State Farm Agency (Operated by Independently Contracted Agent) @ \$45k+ base, with \$80k+ earning potential

30+ outbound dials/day, 20+ inbound calls with live leads, pivot & cross selling, referral sales, networking, win-backs, selling & servicing the Spanish-speaking community & customer service. Reports producing 8–10+ new life applications per month.

*\*\*\* Please note: Employment dates are approximate*