

Bilingual Spanish Hire: 6064 ***1-3 LIFE APP/MO***

Licensed Insurance Producer

EXPERIENCE

Local State Farm Agency (Operated by Independently Contracted Agent)

September 2025 - April 2026

Agent Team Member (Remote)

- Conduct comprehensive needs analyses to identify coverage gaps and recommend appropriate insurance solutions
- Manage high-volume inbound and outbound calls across sales and service workflows
- Present, quote, and bind Life & Health and Property & Casualty (P&C) insurance products
- Oversee application processing, underwriting follow-ups, and policy documentation to ensure accuracy and compliance
- Drive client retention through proactive policy reviews, issue resolution, and ongoing customer support

Local State Farm Agency (Operated by Independently Contracted Agent)

February 2025 - September 2025

Agent Team Member

Local State Farm Agency (Operated by Independently Contracted Agent)

April 2024 - April 2025

Agent Team Member

Staffing & Consulting Firm

June 2023 - December 2023

Benefits Customer Service

- Responded to employee benefits inquiries, providing clear and accurate information on coverage and policies
- Explained benefit summaries, plan options, and enrollment processes to support informed decision-making
- Assisted with claims-related questions, guiding employees through documentation requirements and resolution steps

Health Insurance Company

June 2022 - May 2023

Sales Representative

- Conducted outbound sales of Medicare products, engaging prospects and converting leads into policyholders
- Managed client applications and benefits accounts, ensuring accuracy and timely processing
- Educated clients on coverage options, plan differences, and eligibility requirements to support informed enrollment decisions

*** Please note: Employment dates are approximate

CERTIFICATIONS

Licensed: P&C, Life & Health – FL (2-15, 2-20, Annuities), WA, OR, WI, MD, IN, IL, DC, MT, MO, VA

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Licensed Insurance Producer

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

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) – 2 years, Independent – 3.5 years

Licensed: P&C, Life & Health – FL (2-15, 2-20, Annuities), WA, OR, WI, MD, IN, IL, DC, MT, MO, VA

Will work REMOTE in EST or CST

Desires a Sales or Hybrid role with a Local State Farm Agency (Operated by Independently Contracted Agent) @ \$40–45k base, with \$60k+ earning potential

40+ outbound dials/day, 25+ inbound calls with live leads, pivot & cross selling, referral sales, selling & servicing the Spanish-speaking community & customer service. Reports producing 1–3 new life policies per month.

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