

# Bilingual Spanish Hire: 6096 \*\*\*3-5+ LIFE APP/MO\*\*\*

Licensed Insurance Producer

## EXPERIENCE

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

August 2024 - April 2026

Agent Team Member (Remote)

- Generated new business through prospecting, needs analysis, and tailored insurance recommendations.
- Quoted, sold, and bound auto, home, and life insurance policies while consistently exceeding monthly sales goals.
- Built and maintained strong client relationships to improve retention, renewals, and referral growth.
- Assisted clients with policy changes, renewals, coverage reviews, and day-to-day account support.

### Insurance Company

November 2023 - April 2024

Insurance Broker

- Managed client relationships and delivered tailored insurance solutions by comparing coverage options across 10+ carriers.
- Consistently exceeded monthly sales targets through effective closing, follow-up, and relationship-building strategies.
- Maintained high levels of customer satisfaction, policy retention, and long-term client loyalty.

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

October 2022 - September 2023

Agent Team Member

- Prospected and converted new clients, contributing to agency growth and expanded market share.
- Processed policy updates, renewals, and customer service requests with a high level of accuracy and efficiency.

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

September 2015 - December 2021

Agent Team Member (Remote)

- Developed and maintained a strong client base through proactive outreach, relationship building, and client education.
- Delivered consistent, high-quality customer service while efficiently managing virtual operations and client communications.

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

## CERTIFICATIONS

Licensed: P&C, Life & Health - TX

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Licensed Insurance Producer

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

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) – 8.8 years | Independent – 8 months

Licensed: P&C, Life & Health - TX

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with Any agency @ \$40–45k base, with \$65k earning potential

100+ outbound dials/day, 20+ inbound calls, referral sales, pivot & cross selling, bundling, win-backs, selling & servicing the Spanish-speaking population & customer service. Reports producing 3–5+ new life policies per month.

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