

# Allora Bachert

Insurance Sales

✉ [allora.bachert@gmail.com](mailto:allora.bachert@gmail.com)  
☎ (262) 830-7008  
📍 123 Palm Tree Lane, Miami, FL 33131

## Education

**Bachelor of Business Administration in Insurance and Risk Management at Florida State University, Tallahassee, FL**

Aug 2018 - May 2022

Relevant Coursework: Risk Assessment and Management, Insurance Law and Regulation, Property and Liability Insurance, Financial Management, Actuarial Science, Business Analytics, and Corporate Governance.

## Links

[linkedin.com/in/allorabachert](https://www.linkedin.com/in/allorabachert)

## Skills

Prospecting

Rapport-building

Negotiation

CRM proficiency (e.g., Salesforce)

Policy analysis

Risk assessment

Time management

## Languages

English

Arabic

## Profile

Results-driven Insurance Sales professional with one year of experience in providing exceptional customer service and developing tailored insurance solutions. Adept at building strong relationships with clients, identifying opportunities for upselling, and consistently achieving sales targets. Proven ability to assess clients' needs and recommend appropriate coverage while maintaining compliance with industry regulations. Committed to expanding industry knowledge and staying current with market trends to ensure customer satisfaction and drive business growth.

## Employment History

### Insurance Sales Agent at State Farm, FL

May 2023 - Present

- Achieved 150% of annual sales target by selling over \$1.5 million worth of insurance policies in a year, making the agent one of the top performers in the State Farm Florida region.
- Successfully retained 95% of existing clients through proactive relationship building and excellent customer service, resulting in a significant increase in client referrals and policy renewals.
- Implemented innovative marketing strategies that increased leads by 75%, leading to a 50% growth in new business and contributing to the agency's overall success in the competitive Florida market.

### Insurance Sales Associate at Allstate, FL

Jul 2022 - Mar 2023

- Achieved 120% of annual sales target by selling over \$1.5 million in insurance premiums, contributing to a 20% increase in Allstate's market share in Florida.
- Expanded client base by 30% within one year through effective networking, referrals, and targeted marketing campaigns, leading to a significant boost in new policies written.
- Implemented a comprehensive customer relationship management system that improved policy renewal rates by 15% and increased cross-selling opportunities by 25%.
- Successfully trained and mentored five new Insurance Sales Associates, resulting in a 100% pass rate for Allstate's licensing exams and a 10% increase in team productivity.

## Certificates

### Chartered Life Underwriter (CLU)

Oct 2021

### Certified Insurance Counselor (CIC)

Apr 2020