

## Jose Soto

2030 S Douglas #113 Coral Gables Fl, 33134  
(305) 321-2057 ♦ JSoto1124@Gmail.com

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### PROFILE

- ◆ Exceptional bilingual written and visual communication; highly influential – effective negotiator
- ◆ Skilled in meeting deadlines, managing time, and evaluating detailed assignments
- ◆ Poised and competent as a professional business representative. I follow through!
- ◆ Analytical and versatile; able to maintain a sense of humor under pressure and with multiple tasks

### PROFESSIONAL EXPERIENCE

Soto Insurance Financial    [www.sotoinsurance.com](http://www.sotoinsurance.com)  
**President- Owner**

**2012 - Current**

- ◆ Property & Casualty, Life & Health,
- ◆ Independent Insurance Agency
- ◆ Young Insurance Agent – Board of Advisors

State Farm - Dallas  
**Agent - Owner**

**2010 - 2012**

- ◆ Property & Casualty, Life & Health, National/State Mortgage, Series 6&63 licensed
- ◆ Top Producing Agent in the Dallas-Fort Worth Metroplex
- ◆ Metroplex agent of the month second month of agency
- ◆ Grew a four hundred car assignment into a one thousand car assignment in six months
- ◆ Multi-lined customers above and beyond company recommended growth numbers

CRİKAK BEER - South East Florida  
**Vice President of Operations**

**2004 – 2009**

- ◆ In charge of South East Florida from West Palm Beach to Key West
- ◆ Ensure logistical functionality from brewery in Odenwald Germany to prospective ports of entry
- ◆ Led initiatives of new business development, formulating strategic growth, and raising brand awareness
- ◆ Opened new accounts, doubling the number of existing accounts
- ◆ Analyzed and redirected advertising dollars into effective targeted market advertising

### CURRENT EDUCATION

**University of Miami – College of financial planning**

- ◆ Enrolled in coursework required by the board of governors of the Certified Financial Planning association

## **BOARD & CIVIC ACTIVITIES**

KIWANI CLUB OF LITTLE HAVANA

**2012 – Current**

### **Member**

Founded in 1915 and is headquartered in Indianapolis, Indiana, with more than 8,400 Kiwanis Chapters worldwide and more than 600,000 members in 96 countries. The motto is “We Build”. Kiwanis International is a thriving organization of service – and community – minded individuals who support children and young adults around the world. Kiwanis’ continuing service emphasis is called “Young Children: Priority One”, focusing on the special needs of children from prenatal development to age 5. The Kiwanis club of Little Havana is the oldest, Latin, continuous-meeting Club in the United States.

YOUNG AGENT COUNCIL

**2012 – Current**

### **Board Member**

The Young agent council was formed as a means for education and the exchange of constructive ideas between members and to encourage a high standard of professionalism. Present members continue to work toward that goal, and in so doing have protected and cultivated the American Agency System. To provide complete education and extensive member benefits to all members at a reasonable cost. To lobby on behalf of the member and the general public in all legislative and insurance industry arenas for protection of all interests is the mission statement of the young agent council.

CITY OF CORAL GABLES INSURANCE ADVISORY COMMITTEE -

**2012 – 2015**

### **Board Member**

Committee is comprised of 4 strategic insurance representatives of the South Florida insurance industry to advise and prepare the best solution for the Property & Casualty as well as the employee benefit packages for the City of Coral Gables. We hold a fiduciary responsibility to the City of Coral Gables to ensure the best policies and brokers are set in place, monitor legislation changes the City ordinance and insurance requirements and prepare plans to cover those needs. We prepare recommendations to be directly read at city commission meetings.