
Annuity Sales Resume

Job Objective

Looking for a challenging Annuity Sales Representative position in the field of Sales.

Highlights of Qualifications:

- Sound knowledge of retirement and income planning concepts and concerns
 - Profound knowledge of insurance and investment industry information and standards
 - Strong ability to learn and explain complex investment products
 - Profound ability to balance outbound and inbound activity
 - Ability to prioritize and follow-up on quality leads
 - Excellent written and oral communication skills
 - Excellent listening and probing skills
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Professional Experience:

Annuity Sales Representative
Financial Brokerage, Inc., Fayetteville, GA
August 2005 – Present

- Implemented and supported guidance interactions that involved company products.
- Collaborated towards high standards of performance in sales activities and sales results.
- Administered customer interaction database and required production reports.
- Presented suitable feedback to business partners on transferred leads.
- Utilized needs-based selling techniques to analyze the appropriate product placement.

Annuity Sales Representative
Genworth Financial, Inc., Fayetteville, GA
May 2000 – July 2005

- Presented sales ideas and stories to accomplish sales goal.
 - Entered phone calls into computer system for tracking.
 - Handled all NMAA software programs, which needed to be utilized by the team.
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Education:

Bachelor's Degree in Marketing,
Carnegie Mellon University, Pennsylvania, PA

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