
Insurance Account Executive Resume

Job Objective

To obtain a position as Insurance Account Executive with your company so that I can act on the skills and experience I have obtained in past positions

Highlights of Qualifications:

- Huge experience in insurance industry
 - Good expertise in sales and marketing technical solutions to businesses
 - In-depth knowledge of corporate decision-making and procurement processes
 - Thorough knowledge of and experience using ESRI products
 - Broad knowledge of competitive market conditions
 - Ability to manage the sales cycle including prospecting, proposing, closing, and further developing an account
 - Excellent communication, presentation and negotiation skills
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Professional Experience:

Insurance Account Executive
BB&T Human Systems, Pompano Beach, FL
August 2007 – Present

- Develop new business in property and casualty insurance accounts.
- Adhered to company's vision and strategy to achieve the goals of the customer and ESRI.
- Demonstrated the business value of ESRI enterprise solutions.
- Planned and implemented strategy for assigned accounts.

Insurance Account Executive
Dexter & Company, Inc., Pompano Beach, FL
May 2004- July 2007

- Promoted company's product and achieved profit and growth objectives.
 - Maximized and retained business through underwriting and pricing accounts.
 - Represented the company and underwriting strategy to agent, employees and the community.
 - Identified cross-sell opportunities.
 - Provided account administration services.
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Education:

Bachelor's Degree in Finance
Dominican College, Orangeburg, NY

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