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# INSURANCE BROKER RESUME

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## Objective:

Looking for the opportunity to put my skills and experience to work for your company by acquiring a position as Insurance Broker.

## Highlights of Qualifications:

- Extensive experience in business-to-business insurance brokerage
- Ability to receive, negotiate and evaluate quotes from the carrier
- Ability to sell insurance products and services to clients
- Ability to build relationships and provide insurance services to clients
- Proficient in MS Office suite
- Excellent communication and interpersonal skills

## Professional Experience:

Insurance Broker, August 2005 – Present  
Wells Fargo, Phoenix, AZ

- Developed and maintained agent and broker relationships, identified sources, placed risks and identified product opportunities.
- Generated income by brokering multiple lines of insurance.
- Identified opportunities to access new insurance markets and products.
- Delivered high quality service to agents, agencies and brokers.
- Managed new business development and renewal retention.
- Identified cross-sell opportunities and referrals from existing customers.
- Entertained clients and prospects.

Insurance Broker, May 2000 – July 2005  
Aims Insurance Services, Phoenix, AZ

- Cultivated relationships with clients and provided insurance expertise throughout the sales and delivery process.
- Maximized sales outcomes through territory routes.
- Prioritized and managed multiple relationships and responsibilities.
- Resolved client issues and acted as a liaison with the client and the company.
- Drafted New Business Sales Proposals.
- Closed the Sale on New Business prospects.

## Education:

Bachelor's Degree in Business Administration, Lander University, Greenwood, SC

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