
Insurance Sales Associate Resume

Job Objective

To obtain an Insurance Sales Associate position in a highly reputed organization.

Summary Skills:

Remarkable experience in selling and servicing insurance and financial products

Strong knowledge of auto, home, life and insurance products

Ability to meet required sales goals to meet company leads

Excellent written and oral communication skills

Effective negotiation and presentation skills

Good analytical, problem solving and time management skills

Work Experience:

Insurance Sales Associate, August 2005 to till date

State Farm Insurance, Cotati, CA

- Sold many types of insurance products.
- Developed and maintained account relationships.
- Counseled and advised prospects and existing customers on matters of protection and coverage on a timely basis.
- Identified potential customers.
- Coordinated with the Insurance Systems Administrator mining of insurance database for customer up-selling opportunities.

Insurance Sales Associate, May 2000 to July 2005

John Gregory Dba American General Life, Cotati, CA

- Ensured that all required documents are signed, filed and faxed appropriately.
 - Followed all compliance guidelines and procedures.
 - Developed knowledge of new products.
 - Developed agency relationship with existing customers.
 - Managed prospecting campaigns.
 - Portrayed a professional image through proper appearance and actions.
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Education:

High School Diploma, Rock Point School, Burlington, VT

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