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## Insurance Sales Associate Resume

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### Job Objective

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

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### Summary Skills:

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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

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### Work Experience:

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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:

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High School Diploma, Rock Point School, Burlington, VT

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