
Insurance Sales Representative Resume

Job Objective

To secure a position as Insurance Sales Representative with established firm in which I can continue to grow and excel in this field for the good of the company.

Highlights of Qualifications:

- Extensive sales experience in insurance and financial services
 - Good understanding complex coverage details and underwriting guideline
 - Ability to carry out needs based marketing interviews
 - Ability to handle and close sales
 - Ability to interpret complex financial issues in simple terms
 - Ability to work in a team and independently
 - Outstanding sales and relationship skills
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Professional Experience:

Insurance Sales Representative

Alfa Insurance, Wood Dale IL

November 2006 – Present

- Advanced personal plan for prospecting, selling and service work as well as coordinated with prospects.
- Formulated sales and activity reports to Division Manager.
- Handled customer inquiries with assistance from Customer Service team and established payment methods.
- Designed insurance programs to suit individual customers.
- Promoted insurance policies to businesses and individuals.

Insurance Sales Representative

Nationwide Insurance, Wood Dale IL

February 2001 – October 2006

- Interviewed promising clients to gather data and advanced clientele.
 - Educated about features, advantages and disadvantages of various policies.
 - Coordinated with underwriter and submitted forms and assured fulfillment of policy requirements.
 - Corresponded with clients to extract and impart information when claims are asked for.
 - Executed supervisory tasks.
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Education:

Bachelor's Degree in Marketing

Saint Vincent College, Latrobe, PA

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