
Metlife Financial Services Representative Resume

Job Objective

Seeking a job within MetLife, Inc. as Financial Services Representative.

Highlights of Qualifications:

- Ability to answer and document incoming calls
 - Ability to learn, prospecting and selling processes
 - Ability to explain the products to clients and colleagues
 - Ability to understand math and financial concepts
 - Ability to incorporate lessons learned to anticipate and plan for future challenges
 - Strong influencing and interpersonal skills
 - Sound communication skills
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Professional Experience:

Financial Services Representative

Sedona Group, Spokane WA

November 2006 – Present

- Executed business development strategies to acquire fresh prospects.
- Evaluated clients' financial needs and goals and extended assistance to clients comparing various investment products.
- Analyzed financial strategies outlined to help clients acquire their long-term goals.
- Executed prospecting activities.
- Coordinated with personnel to acquire fresh prospects.

Financial Services Representative

Sterling Savings Bank, Spokane WA

February 2001 – October 2006

- Carried out needs analysis and acquired Insurance licenses and securities registrations to market MetLife products.
 - Managed customer requirements and policies.
 - Nurtured relationships with Home and Head office Headquarters.
 - Imparted assistance to clients with regard to suitable MetLife products.
 - Conducted financial needs analysis.
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Education:

Bachelor's Degree in Finance

Spalding University, Louisville, KY

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