Robert Smith

Commercial Insurance Broker

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SUMMARY

Obtain a Commercial Insurance Broker, responsible for Managing commercial insurance sales activities, including sales force development and training, customer relations, credit risk assessment and processing, claim processing and payment procedures; development of new products and services; customer service provision; referrals to appropriate resources; and ensuring compliance with regulations.

SKILLS

Planning, Client Recording, Customer Service Assistant.

WORK EXPERIENCE

Commercial Insurance Broker

ABC Corporation - November 2015 – December 2015

- Coordinated with senior management to develop a strategy for continued growth in each market segment.
- Developed and implemented marketing strategies to generate sales.
- Negotiated insurance policies with insurers, adjusters and other parties involved in the business.
- Managed customer relations and assisting with client training on all insurance products.
- Collected, analysed data on claims made by clients.
- Provided reports to clients; managing client accounts.
- Maintained client records.

Commercial Insurance Broker

Delta Corporation - 2012 – 2015

- Negotiate with insurance companies on behalf of client to secure the best policy for their business Access to multiple carriers ensures client .
- Responsible for prospecting new business, creating estimates and proposals, closing business and servicing commercial accounts.
- Insurance Producer Empathized with customers needs and budgets to win their trust.
- Handled incoming calls to successfully increased business by applying knowledge to build an insurance product that would meet customers expectations.
- Knowledge of evaluating, classifying, and rating each risk to determine acceptability, coverage and pricing.
- Approaches potential clients by utilizing mailings, phone, and face to face solicitation; making presentations to groups at company-sponsored .
- Interview prospective clients to obtain data about their financial resources and needs, the physical condition of the person or property to be .

EDUCATION

GED

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