

Objective

As a Commercial Insurance Producer, engaged and developed new clientele for commercial lines throughout the region. Provided proper hand off to the Account Executive and assist in anticipating client needs and helping to respond to client questions and issues in a timely manner. Made necessary contacts both inside and outside of the organization in order to obtain client requested information and then relay information.

Skills

Organizational, Time Management.

Work Experience

Commercial Insurance Producer

ABC Corporation - October 2000 – April 2003

- Reviewed client exposures, loss experience, current coverages, and recommend appropriate products and services on an annual basis.
- Created and presented proposals to prospective clients. Ensured that all regulatory requirements are met and complies with all internal policies and procedures.
- Served as insurance producer. Generated prospects for new business including those through First Mid channels.
- Met with the prospects to build a relationship, gather underwriting information, deliver proposals, and win the business.
- Served as backup to administrative staff in meeting current customer needs. Developed and maintained a working relationship with team members and various carrier representatives as needed.
- Completed training and maintained licensing associated with job function.
- Scheduled meetings with clients as appropriate. Actively supported and served as a role model for company mission and core values. Met continuing education requirements to maintain all applicable licenses.

Commercial Insurance Producer

Delta Corporation - 1998 – 2000

- Cross-selling health clients offering commercial insurance.
- Producing all lines of business.
- Worked with middle market companies to address their risk management needs Attended networking events on a weekly basis to meet new prospects Used.
- Bringing new business prospects to closure.
- Experienced in servicing multiline commercial accounts (Property, General, Liability, Auto, Workers Compensation, D&O, E&O, EPLI) Collected and .
- Sell, compare and explain, various types of insurance policies to businesses and individuals, including property casualty, automobile, workers .
- Involved in direct sales for every line of business insurance and exponentially increased the bottom line of yearly quotas.

Education

Bachelor's In Finance