

ROBERT SMITH

Insurance Advisor II

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SUMMARY

Accomplished, results-oriented Insurance Advisor seeks to apply diverse financial background, 16 years of experience, and abilities toward the growth and profit of a progressive organization. I sum up my Business Attitude as being able to Assess complex situations, evaluate potential challenges, quantify risks, identify practical options, and then recommend and implement the best solutions available based on evidence.

SKILLS

Microsoft Office, Proficient In Computer Operating Systems, Self-Motivated & Goal-Oriented, Decision Making & Problem Solving, Time Management, Quick Learner

WORK EXPERIENCE

Insurance Advisor II

Selectquote - May 2006 – Present

- Accomplished 14 out of 15 required core metric goals within the first three months of employment.
- Educating and assisting the potential insureds on the purchase of life insurance products.
- Identifying the appropriate life insurance product that meets the needs of the potential insureds.
- Following the company provided process and procedures in order to adhere to federal and state.
- Developing the sales report based upon each potential insureds goals and needs for purchasing life.
- Following-up with potential insureds to ensure that life underwriting requirements are being met or exceeded in a timely manner.
- Identifying and developing relationships with potential clients in home, auto, life, and health.

Sales Representative

Auto/personal Liability - October 2002 – February 2006

- Developed a report with potential customers to acquire information in order to provide them with accurate insurance quotations while providing excellent customer service.
- Practiced proactive listening skills and demonstrate superior customer interaction during all.
- Followed the set of standard process and procedures set forth by the company in order to achieve.
- Assisted customers to make timely decisions regarding their insurance needs while alleviating.
- Probed potential customers to determine their short-term and long-term insurance needs and coverage.
- One of the Top Producing Umbrella insurance agents on the west coast and top 15% in auto.
- Assisted human resources in finding qualified employees through the hiring process.

SCHOLASTICS

- Bachelor Of Science in Education - 1997 to 2001(East Carolina University)