

# ROBERT SMITH

## Insurance Advisor

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Insurance Advisor with 8+ years of Insurance Experience. Eager, loyal and hardworking with excellent customer service, sales, and communication skills. Looking for a growth-oriented position within a well-established organization to be an asset to a team and a company's success.

## EXPERIENCE

### Insurance Advisor

#### Texas Farm Bureau Insurance Companies - SEPTEMBER 2012 - PRESENT

- Collaborating with corporate marketing departments for all marketing efforts within my specific region.
- Monitoring the progressive activity and training of agency team members.
- Using the sales tactics and client relationship building to reach monthly, quarterly and annual sales goals.
- Advising the clients regarding future investments, tax plan options and additional financial plans tailored to each clients specific retirement and estate planning needs.
- Advising the clients regarding property, casualty and life insurance needs analysis, plan options, and annual tax responsibilities.
- Responsible for all sales and budgeting including forecasting and sales management.
- Inspecting a property, examining its general condition, type of construction and age to determine if its a good insurance risk.

### Insurance Advisor

#### Greystar - MAY 2010 - SEPTEMBER 2012

- Knowledge of principles and methods for showing and promoting, and selling products or services.
- Knowledge of principles and processes for providing customer and personal services.
- Created a series of standardized email responses for team use to simplify customer service processes.
- Prioritized concurrent tasks and projects through multitasking and organization in order to consistently meet.
- Mediated between underwriters, insurance carriers, and customers in order to facilitate policy processing.
- Provided data-driven feedback on insurance product and website design in order to promote efficiency and maintain.
- Dissected the legal insurance jargon into everyday language to facilitate productive customer support.

## EDUCATION

- Masters Of Business Administration in Accounting - 2009 to 2011(UNIVERSITY OF PHOENIX )Bachelors Of Science in Agri-Business - 2004 to 2008(SAM HOUSTON STATE UNIVERSITY )High School Diploma - 2000 to 2004(ROYAL HIGH SCHOOL )

## SKILLS

Sales, Negotiation, Marketing, Marketing Strategy, Salesforce, Community Outreach, Public Speaking, Networking, Relationship Management, Strategic Planning, Business Development