

ROBERT SMITH

Jr. Insurance Advisor

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Jr. Insurance Advisor seeking an opportunity as a commercial insurance underwriter where I can utilize the analytical, research, and time management skills I have gained over 4 years in the retail agency model working with diverse industries in the small to middle market arena along with managing unique group programs for high net worth families.

CORE COMPETENCIES

Client Relations, Sales, Marketing, Insurance Renewals

PROFESSIONAL EXPERIENCE

Jr. Insurance Advisor

Greenway Insurance - August 2017 – Present

Key Deliverables:

- Soliciting new clients through creative marketing and solid referral sources.
- Increased my proficiency at referral generation by attending network events and use of social media.
- Listening to clients needs and asking effective questions to understand their knowledge of insurance which allows me to give solid recommendations.
- Consultative approach to advising my clients on the process of purchasing insurance that provides great coverage while taking advantage of savings opportunities, driving growth and customer satisfaction.
- Underwriting, establishing and expanding personal and commercial lines accounts based upon on the customers criteria.
- Recommending proper amounts and types of coverages based on analysis of prospects circumstances while utilizing persuasive sales techniques.
- Maintaining customer satisfaction has been my top priority under all conditions and circumstances.

Insurance Advisor

ABC Corp - June 2014 – August 2017

Key Deliverables:

- Made financial arrangements with customers in accordance with and within the limits set out in the insurance policy.
- Collected premiums and may follow up on an overdue account.
- Built a strong relationship with current and potential members.
- Explained features and benefits of members current products and identified opportunities to expand and deepen relationship through the provision of additional product and services.
- Made qualified referrals to other lines of business within the company.

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- Mainly focused on selling to new members, with renewal business being managed by renewal team.
- Provided new and potential members with expert advice on personal and commercial insurance products through proactive calls, emails, pipeline management, acting on referrals, and conducting business development activities.

EDUCATION

Bachelors - (2012)

