

HENRY WALKER

Insurance Business Owner

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PROFESSIONAL SUMMARY

Driven Insurance Business Owner with two years of experience in enhancing operational efficiency and client engagement. Adept at crafting tailored insurance solutions and implementing strategic marketing initiatives to boost revenue. Committed to building strong client relationships and fostering a culture of excellence within the agency.

WORK EXPERIENCE

Insurance Business Owner

Seaside Innovations

Feb / 2024-Ongoing
Santa Monica, CA

- Generated tailored insurance quotes by assessing client needs and risk profiles.
- Managed claims processing and provided expert consultations to clients.
- Recruited, trained, and supervised office personnel to enhance service delivery.
- Expanded business through strategic networking, leads, and referrals.
- Executed marketing initiatives and cross-selling strategies to drive growth.
- Delivered exceptional client service, ensuring satisfaction and loyalty.
- Participated in industry seminars to stay updated on market trends.

Insurance Agency Owner

Crescent Moon Design

Feb / 2023-Feb / 2024
Portland, OR

- Utilized cold calling, in-person visits, and targeted marketing to generate leads.
- Advised clients on insurance options, aligning solutions with their needs.
- Matched client budgets with appropriate coverage, closing sales effectively.
- Sold a diverse range of policies, including auto, home, life, and commercial insurance.
- Consistently surpassed sales goals, ranking among the top producers regionally.
- Oversaw all operations, including quoting, underwriting, and team management.

EDUCATION

Bachelor of Science in Business Administration

University of California

Feb / 2022-Feb / 2023
Toronto, ON

Focused on management and marketing principles, enhancing business acumen.

SKILLS



ACHIEVEMENTS

- Increased client retention rate by 15% through personalized service.
- Achieved 120% of sales targets for two consecutive quarters.
- Implemented a referral program that boosted new client acquisitions by 30%.