

ROBERT SMITH

Licensed Agent I

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Licensed Agent motivated and experienced sales producer with the natural talent to develop and maintain business.

EXPERIENCE

Licensed Agent I

ABC Corporation - OCTOBER 2007 - MARCH 2012

- Answered Customer Service calls for Hantz Insureds and Agents as a Dedicated Service member.
- Promoted client retention through high-quality service and follow through.
- Finalized and maintained all types of personal lines insurance policies within the agency.
- Presented and clearly explained insurance policy options to clients based on their needs and goals.
- Prepared necessary paperwork to process insurance sales and renewals.
- Compiled coverage and rating information in an accessible format.
- Developed, implemented and monitored new underwriting guidelines for the agency.

Licensed Agent

Delta Corporation - 2003 - 2007

- Assist individuals and families in the selection of a broad range of affordable, quality health and life insurance products.
- Maintain direct, personalized customer service to local senior communities.
- Establish successful, working relationships utilizing effective, team building skills.
- Complete ongoing training and development courses.
- Marketed and sold life, health, long term care insurance and annuities to prospects and clients.
- to sell insurance through MassMutual Financial Group and licensed with various other independent unaffiliated insurance companies in the states of .
- Offered a variety of products and services that help meet a number of insurance and financial needs, including, but not limited to college funding, .

EDUCATION

- High School Diploma in General Studies - (Forest Area High School)

SKILLS

Excel, Word, Data Entry, Customer Service, Office.