



# AVA DAVIS

## Licensed Sales Producer

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## PROFESSIONAL SUMMARY

Accomplished Licensed Sales Producer with 10 years of extensive experience in driving revenue growth and forging lasting client relationships. Skilled in identifying market opportunities and tailoring insurance solutions to meet diverse client needs. Dedicated to delivering exceptional service and achieving business objectives while enhancing team collaboration.

## WORK EXPERIENCE

### Licensed Sales Producer

📅 Mar / 2018-Ongoing

Blue Sky Innovations

📍 Chicago, IL

1. Achieved an average monthly premium of \$55,000 in personal lines and \$35,000 in commercial lines, significantly boosting agency revenue.
2. Secured 35% of sales through effective cold calling and 65% via strategic cross-selling and referrals.
3. Provided expert consultation to business owners on customized coverage solutions for workers' compensation and general liability.
4. Successfully submitted and managed new business applications to 17 different carriers, adhering to diverse underwriting guidelines.
5. Enhanced customer retention rates by 85% through targeted call campaigns focused on renewals and cancellations.
6. Developed training programs for new hires, resulting in a 30% increase in team productivity.
7. Streamlined claims processing procedures, reducing turnaround time by 20%.

### Licensed Sales Producer

📅 Mar / 2015-Mar / 2018

Summit Peak Industries

📍 Denver, CO

1. Proactively solicited new business via phone, networking, and targeted lead generation.
2. Built strong relationships with bankers, realtors, and contractors to drive referral rates.
3. Cross-sold additional insurance products to existing customers, enhancing overall client satisfaction.
4. Generated accurate quotes and maintained consistent follow-up to close sales.
5. Consistently met and exceeded sales goals aligned with company objectives.
6. Delivered exceptional customer service, fostering loyalty and retention.

## EDUCATION

### Bachelor of Science in Business Administration

📅 Mar / 2012 - Mar / 2015

University of Massachusetts

📍 Phoenix, AZ

Focused on marketing and sales strategies within the business administration curriculum.

## SKILLS

Data Analysis In Excel



Presentation Development



Video Marketing Techniques



Workers' Compensation Expertise



General Liability Insurance Knowledge



Analytical And Problem-solving Skills



## INTERESTS

🎮 Gaming

👜 Fashion

🎬 Film

💻 Technology

## STRENGTHS

⚖️ Fairness

↔️ Flexibility

➔ Forward-thinking

❤️ Gratitude

## LANGUAGES



English



Japanese



Polish

## ACHIEVEMENTS

🌟 Implemented a customer feedback system that increased satisfaction scores by 25%.

🌟 Developed training programs for new hires, resulting in a 30% increase in team productivity.

🌟 Achieved recognition as Top Sales Performer in 2022 for exceeding sales targets by 150%.