

ROBERT SMITH

Personal Sales Representative

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Personal Sales Representative with 7 years of experience in Communicating regularly with the sales, marketing, and the production teams, and providing necessary field information to guarantee client objectives are met, Following systems and procedures outlined in the company manual, Participating as a key team player by supporting operations as needed.

EXPERIENCE

Personal Sales Representative

ABC Corporation - 2011 - 2011

- Sought out new clients and develop clientele by networking to find new customers and generate list of prospective clients.
- Customised insurance programs to suit individual customers, covering a variety of risks.
- Developed marketing strategies to compete with other individuals or companies who sell insurance.
- Contently excited policy holders and cross sell additional insurance products to fit customer needs.
- Prospected and developed new affinity partnerships to promote Liberty Mutual Insurance products.
- Followed up with new policyholders to ensure customer satisfaction.
- Met with Local realtors, Mortgage loan officers and other financial advisers to develop networking partnerships.

Personal Sales Representative

Delta Corporation - 2003 - 2005

- Investigated and resolved customer inquiries and problems in a timely and empathetic manner Managed phone lines with the ability to answer questions .
- Successfully completed extensive sales training developing skills to interact with clients and personal relation skills Conducted personal sales .
- Developed innovative direct marketing concepts for local and national accounts, reaching a 10% increase in customer base.
- Provided sales guidance to agents for new business and renewal retention Presented new products and services to policyholders Researched policy, .
- Won 1st place for highest monthly sales consistently, nationally.
- Exceeded Rookie target by selling 13 polices the first month on plan Successfully prospected and made 75 calls per day to potential customers .
- Successfully studied and passed the Illinois State Insurance exams to obtain my Licenses as a licensed Insurance Producer in Fire, Casualty

and Life .

EDUCATION

- Bachelor's

SKILLS

Sales, Microsoft Office, Outlook, Excel.