



SOPHIA BROWN

Senior Insurance Producer

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PROFESSIONAL SUMMARY

Accomplished Senior Insurance Producer with over a decade of experience in developing robust client relationships and delivering customized insurance solutions. Expertise in identifying market trends and driving sales growth while ensuring exceptional customer satisfaction. Committed to fostering long-term partnerships and optimizing team performance to exceed organizational objectives.

WORK EXPERIENCE

Senior Insurance Producer

📅 Apr / 2018-Ongoing

WidgetWorks Inc.

📍 Denver, CO

1. Develop and implement tailored insurance policies for diverse clientele, including commercial and personal lines.
2. Conduct thorough risk assessments to evaluate clients' needs and recommend appropriate coverage options.
3. Utilize market analysis to stay informed on industry trends and enhance sales strategies.
4. Build and maintain strong relationships with clients, ensuring high levels of satisfaction and loyalty.
5. Collaborate with underwriting teams to structure competitive insurance offerings.
6. Facilitate educational workshops for clients on policy benefits and risk management.
7. Monitor industry regulations and compliance standards to ensure adherence in all business practices.

Insurance Producer

📅 Apr / 2015-Apr / 2018

Silver Lake Enterprises

📍 Seattle, WA

1. Responded to inbound customer inquiries, providing expert guidance on insurance adjustments and coverage options.
2. Conducted detailed reviews of existing policies to identify opportunities for upselling additional products.
3. Participated in a pilot program focused on enhancing relationship sales strategies across the organization.
4. Maintained a balanced workload while adhering to performance metrics and call handling standards.

EDUCATION

Bachelor of Business Administration

📅 Apr / 2012-Apr / 2015

University of Illinois

📍 Santa Monica, CA

Focused on finance and risk management, providing a strong foundation for a career in insurance.

SKILLS

Microsoft Office Suite



Multitasking And Prioritization



Insurance Software Proficiency



Negotiation Skills



Lead Generation



INTERESTS

🎨 Art

🤝 Volunteering

🌲 Hiking

🧘 Yoga

STRENGTHS

🔍 Criticality

📋 Detail-oriented

🤝 Diplomacy

😊 Enthusiasm

LANGUAGES



English



Dutch



French

ACHIEVEMENTS

★ Increased annual sales by 25% through strategic client engagement and tailored insurance solutions.

★ Successfully managed a portfolio of over 200 clients, achieving a 95% client retention rate.