

Robert Smith

Senior Representative/Consultant

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
info@qwikresume.com
www.qwikresume.com

SKILLS

Customer Service,
Computer,
Communication.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company Name)
Reference - 2 (Company Name)

PERSONAL STATEMENT

Ensure timely and accurate set up of contract systems, as well as the completion and distribution of internal documentation to downstream partners. The Implementation and Service Coordinator is able to meet necessary deadlines by possessing a clear understanding of internal workflow and infrastructure.

WORK EXPERIENCE

Senior Representative/Consultant

Primerica Financial Services - August 2012 - 2020

Responsibilities:

- Completes sales of Life Insurance Policies to customers.
- Researches market and develop leads through relationship farming.
- Colds prospect to generate leads, develop friendship through call follow-up.
- Conducts presentation to individuals and groups.
- Guides clients in many facets of financial services offerings through Primerica and its Partner Companies products offering.
- Assists and educates clients of financial awareness and the need for now-action.
- Motivates and assists teammates.

Senior Representative

Delta Corporation - 2010 - 2012

Responsibilities:

- Analyzed families Financial Needs to give snapshots of their financial situation Offered families a variety of products designed to protect their .
- assisted with training and handling escalations Responsibilities Answered inbound and outbound calls Educated internal/external customers on .
- Maintained Client Accounts, excellent with follow up, presented proposals for clients and business owners.
- Insurance and Financial Analysis quotes ran for clients, developed proposals for clients and presented product to clients/consumers.
- Ensured clients received the best service with knowledge of programs put in place for their success.
- Successfully set appointments to discuss business opportunities and services Actively prospect to recruit individuals as clients or business partners .
- Providing supervision for my team, handling escalated calls from highly escalated customers, and providing feedback and coaching to my team to better .

Education

Bachelor's - 1997(Long Island University - Brooklyn, NY)