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| Carla Foster 222 Elmscourt Way  Sometown, NSW 2000  Phone: 0400 000 000 carla@somedomain.com |  | **INSURANCE SALES PROFESSIONAL**  [See CareerOne’s advice articles, videos and resume building tool here](http://resume.careerone.com.au/)   * **Entrepreneurial State Farm agent** with a history of surpassing customer and employer expectations. Leverage consultative-sales strengths to identify opportunities, nurture relationships and close deals. * **Dedicated and tenacious sales expert,** with a reputation for consummate professionalism and exemplary ethics. Remain current on the latest trends in the industry, with comprehensive knowledge of financial and insurance products, services and best practices. * **Passionate leader,** skilledatbuilding top-performing teams focused on impeccable service delivery and accountability for goal achievement. | | |
| **Specialties** | * Personal and commercial insurance (auto, home, business, health, life) * Retirement plans (IRA, 401(k), Individual(k), SEP, SIMPLE) | * Education plans (529 plans, Coverdell Education Savings Accounts) * Long-term-care and estate planning | |
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| **Experience**  ***“…Carla has that rare combination  of drive, industry knowledge and interpersonal skills. She is liked by all, and a rising star at our company…”***  — Jordan Yu  (State Farm Supervisor)  ***“…Carla was incredibly helpful when my husband and I switched our insurance provider to State Farm. I know we made the best choice!”***  — Mary Hart  (State Farm Client) | **CARLA FOSTER AGENCY / sTATE FARM INsurancE** | | **9/2001 to present** |
| **Insurance and Financial Services Agent** (Sometown, NSW), 3/2002 to present  **Agency Intern,** 9/2001 to 3/2002  Develop and implement sales plan and manage all phases of the sales cycle**—**from prospecting to close and follow-up support. Represent a full line of insurance and financial products, serving as a trusted advisor to businesses and individuals. Hire, train and supervise sales support staff, and create a fun and productive work environment. ***Achievements:***   * Drove a pace-setting 15% increase in annual revenue in FY2007, outperforming “high-reach” sales targets every quarter. * Consistently met and frequently exceeded the financial objectives of represented clients. Assessed risk tolerance and investment/risk-management goals to recommend solutions optimally suited to client needs. * Provided sound financial, insurance and wealth-management services to protect client assets and grow the net worth of their respective portfolios. * Increased referral business by 27% in 2007. Initiated an aggressive campaign of cold-calling, offering referral incentives and participating in networking events. | | |
| **ABC RETAIL COMPANY** | | **10/1998 to 9/2001** |
| **Sales Representative** (Sometown, NSW)  Served as a department store sales rep while attending college. ***Achievements:***   * Excelled within service-oriented industry. Cultivated positive relationships with customers and expanded business through word-of-mouth referrals. | | |
| **Education & Training** | **ABC UNiVERSITY (Sometown, NSW)** | | **6/2001** |
| **Bachelor of Science,** Major: Business management, Minor: Communications  **Designations:** NASD Series 6 and 63; NASD Broker/Agent; Life and Health; Illinois Long-Term Care (LTC) and Property & Casualty (P&C) licenses; Life Underwriting Training Council Fellow (LUTCF)  **Recent Training:** Long-term care, estate planning and retirement  **Member:** National Association of Insurance & Financial Advisors | | |
| **Volunteerism** |  | Actively involved in charitable organisations, including YMCA, Kiwanis, Special Olympics and Make-A-Wish Foundation | | |