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| Carla Foster222 Elmscourt WaySometown, NSW 2000Phone: 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.
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| **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 3/2002Develop 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.
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| **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.
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| **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  |