**Insurance Sales Representative Resume Sample**

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**Career Summary:**

Hardworking, dedicated and goal-focused sales professional with more than 5 years of experience in all types of insurance policies. Astute understanding of insurance policies and adept at suggesting the best coverage to clients based on their requirements. Consistently exceeding sales targets, and generating business using effective sales strategies. Excellent communicator with strong convincing skills.

**Summary of Skills:**

* Strong persuasive skills to nurture healthy and professional relationships with clients
* Skilled in opening and closing insurance policy accounts
* Exceptional knowledge of financial and insurance products
* Proficient analytical skills to evaluate the risk in each policy, and give appropriate guidance to customers
* Capable of taking initiatives to find new customers, and explain available policies using excellent customer service skills
* Adept at working with computer applications to understand, and interpret standard statistical findings
* Good interpersonal and communication skills

**Work Experience:**

Insurance Sales Representative  
Syneos Commercial Solutions, Saint Louis, MO   
August 2017 – Present

* Assisting clients in finding suitable coverage according to their assets by following company's guidelines
* Reviewing market data to ensure that proper rate is implemented for monthly premium amounts
* Effectively using innovative sales techniques for identifying prospective clients to provide leads for additional business
* Maintaining professional and dedicated relationships with new as well as existing clients by informing them about the best options as per the market scenarios
* Closing policy sales by meeting clients for presenting the policy material with clarity and enthusiasm to build outstanding rapport to ensure long term relations
* Efficiently achieving monthly sales target, and consistently featuring in the list of the top 5 sales representatives within the company for 25 weeks in a row
* Effectively counseling and advising prospective clients, and existing policy holders on matters of protection and proper coverage limits

Insurance Sales Representative  
CheckPoint Technospace, Saint Louis, MO   
April 2015 – August 2017

* Performed duties of calling existing insurance policy holders, and suggesting additional investment or modifications in current policy program
* Contacted prospective clients and informed them about features and merits of the policies offered
* Analyzed clients' needs and recommended types of coverage suiting their financial conditions
* Performed cold calling for prospective clients, and generated solicited leads from referrals given by existing customer base
* Answered customer queries regarding coverage levels, and informed about options for policy enhancement after maturity period to ensure customer satisfaction
* Consistently exceeded sales goals, and added 15% clients in each quarter thereby increasing $55.5M revenue

Insurance Sales Agent  
FortuneBuilders Corporation, Saint Louis, MO   
September 2013 – March 2015

* Participated in ongoing sales training, and coaching programs on weekends to understand the strategies associated with the sales industry
* Persuaded existing clients to adopt new introduced Medicare plans
* Handled responsibility to manage daily tasks including business book, distribution of revised prospectus to ensure task deadlines were not missed
* Delivered powerful yet captivating presentations on company's insurance policies, and services that converted 43% clients to enroll in our firm
* Served as inside sales representative to brainstorm marketing techniques, and generated high-quality B2B opportunities
* Assisted to complete critical steps in business sales cycle, and transitioned probable opportunities to the outside sales team
* Reviewed outstanding account, and collected payments from clients

**Education:**

* Bachelor's Degree in Sales and Marketing  
  Saint Louis University, Saint Louis, MO   
  2012

**Certifications:**

* Independent Insurance Agents and Brokers of America – Member since 2014   
  National Association of Professional Insurance Agents – Member since 2013

**License:**

* Insurance Agent License, State of Saint Louis, 2013

**Reference:**

On request.