**Sample Insurance Agent Resume**

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**Career Objective:**

To work as an insurance sales agent with “All Needs Insurance Company,” and sell insurance policies to customers.

**Summary of Skills:**

* Experience of selling auto, life, and health insurance policies
* Skilled in locating and convincing potential customers in buying insurance policies
* Excellent customer service and sales skills
* Proven track record of meeting sales goals
* Ability to understand and deliver customer needs in time
* Skilled in building and developing client relationships

**Work Experience:**

Insurance Agent  
ABC Insurance Firm, Santa Monica, CA  
October 2014 - Present

* Representing the company and selling more than one insurance products to clients
* Locating potential customers and developing business opportunities
* Calling customers, scheduling meetings, and giving presentations
* Organizing gatherings and calling individuals and companies and speaking publicly on insurance policies
* Ascertaining customers' needs and financial status and preparing long-term insurance goals
* Coordinating with underwriters and discussing on legal matters of selling insurance products
* Assisting customers in completing application forms for insurance purchase

Insurance Agent  
ATC Insurance, Santa Monica, CA  
February 2013 - September 2014

* Called, met, and converted potential customers into regular clients for the company
* Discussed with clients about their financial resources, existing coverage, and additional insurance
* Read out and explained legal matters and features of policies
* Analyzed clients' insurance policies, calculated coverage, and suggested additional purchase
* Handled opening and closing of accounts and policy renewals
* Helped policy holders in completing formalities for claims settlement

**Education:**

* Bachelor's Degree in Arts  
  ABC University, Santa Monica, CA  
  2012

**Reference:**

On request.