**Insurance Agent Resume Sample**

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Motivated Insurance Agent with over 8 years of experience in sales and customer relations. Seeking to leverage proven sales experience and achievements into the open management role in your company. Possess a Bachelor’s in Economics and an Insurance Sales License in California.

# Professional Experience

## monarch insurance, Los Angeles, CA

## Senior Insurance Sales Agent, October 2010 – Present

* Achieve or exceed target insurance sales quota of $20,000/mo consistently, surpassing 95% of co-workers.
* Sell a variety of insurance products to businesses and individuals, achieving a 25% success rate in selling extra coverage.
* Answer any questions or concerns policy holders have with their insurance claims.
* Explain features of polices and both advantages and disadvantages of various policies.
* Inspect 5-10 properties per month, examine general conditions, type of construction, age, and other characteristics, to calculate insurance risks.
* Customize insurance programs to suit individual customers, often covering a variety of risks.

## freEdom life, Los angeles, CA

## Insurance Sales Agent, July 2008 – October 2010

* Sent reminders of premium payments and notified customers of any rate changes.
* Sold auto, homeowner’s and life insurance to new customers and upgraded policies for established customers.
* Explained coverage options to the customers, using a self-made presentation that became company standard.
* Presented claims for insurance benefits when dealing with auto accidents & natural disasters
* Monitored insurance claims to ensure they were settled equitably for both client and insurer.

# Education

## VIKING UNIVERSITY, Minneapolis, MN

Bachelors in Economics, June 2006

* Graduated with Honors
* Made the Dean’s List twice

# Additional Skills

* Experience with Microsoft Office and Insly insurance software
* Excellent customer service and relation skills.
* Exceptional sales skills with auto, life and homeowner’s insurance

# Certifications (Licenses)

* Insurance Sales License, Los Angeles, CA 2006-Present.