**INSURANCE AGENT RESUME**

1660 Red Hawk Road,

Los Angeles, CA 55704

(720)-838-4118

dan.joseph@hotmail.com

**SUMMARY**

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 20XX – 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 20XX – October 20XX**

* 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 and natural disasters
* Monitored insurance claims to ensure they were settled equitably for both client and insurer.

**EDUCATION**

**VIKING UNIVERSITY, Minneapolis, MN**

Bachelor of Arts in Economics, June 20XX

**Graduated with Honors**

Dean’s List, 20XX – 20XX

**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 20XX – Present