**INSURANCE AGENT RESUME**

Jameson Gould

City, State, Zip Code

Home: 000-000-0000

Cell: 000-000-0000

email@email.com

**PROFESSIONAL SUMMARY**

A sales professional who is proficient at identifying sales prospects and turning those prospects into customers. Excels at client research, developing effective sales presentations, and following up on a regular basis with existing client base. Specializes in utilizing the Internet and other new technology to find prospects and maintain contact with client base.

**CORE QUALIFICATIONS**

* Database management
* Strong customer service skills
* Effective at customer communication
* Comprehensive understanding of insurance laws and regulations
* Experienced in corporate insurance sales
* Proficient networking skills
* Able to offer understandable explanation of policy coverage to clients
* Efficient at keeping client records

**EXPERIENCE**

**Life Insurance Agent**

6/1/20XX – 7/1/2021

 Company Name

City, State

* Responsible for corporate and consumer sales and account management.
* Trained new insurance sales representatives as they were hired by the company.
* Maintained the highest closing average in the entire firm for two years straight.

**Life and Health Insurance Agent**

4/1/20XX – 6/1/20XX

Company Name

City, State

* Sold primarily corporate clients on new group life and group health insurance programs.
* Maintained a regular follow-up schedule with each active client and offered training for client employees.
* Grew office revenue by an average of eight percent each year from 20XX to 20XX.

**Life Insurance Agent**

6/1/20XX – 4/1/20XX

Company Name

City, State

* Received life insurance sales certification on first test.
* Built an active database of over 50 regular life insurance clients.
* Assisted in developing marketing material for group presentations.

**EDUCATION**

**Bachelor’s Degree – Finance**

1994 University Name

City, State