**INSURANCE AGENT RESUME**

Toby Evangelista, Insurance Agent

toby.q.evangelista@gmail.com

linkedin.com/in/tobyqevangelista

920-376-4405

**PROFESSIONAL SUMMARY**

Efficient insurance agent with 5+ years of experience, skilled in upselling and qualifying leads. Seeking to increase sales and client satisfaction at Assurant Mutual. At Country Consolidated, maintained upsell rate 17% higher than department average. Converted cold inbound queries into sales with 85% success. Booked an average of $350,000 in new sales per year.

**WORK EXPERIENCE**

**Insurance Agent**

Country Consolidated

March 20XX–May 20XX

* Through directed qualifying conversations, delivered 17% more upsells than department average.
* Maintained 85% sales rate on inbound queries through active listening, interpersonal skills, and product knowledge.
* Scored 99% in bi-annual product knowledge tests.
* Booked $350,000 in new sales annually thanks to following selling best practices and efficient use of time.

**Insurance Sales Agent**

Rural Coverage Group

Dec 20XX–Jan 20XX

* Enrolled 200+ new clients in insurance plans.
* Built relationships with clients to surpass customer loyalty targets by 15%.
* Coached 3 other insurance agents in sales best practices.

**EDUCATION**

20XX–20XX University of Wisconsin

**Bachelor’s Degree in Business**

Excelled in sales-related classes.

Vice president, student small business club.

**SKILLS**

* Sales
* Upselling
* cross-selling
* outreach
* writing reports

**ACTIVITIES**

Volunteer 2x per month, Habitat for Humanity

Lead a weekly cycling group. Raised participation 25%.