**INSURANCE AGENT RESUME**

Gabriel Collazo

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Kissimmee, FL 34743

[email]

**JOB OBJECTIVE**

To obtain a Life Insurance Agent position where the organization will take advantage of my loyalty, secrecy, clerical, organizational and administrative skills.

**WORK EXPERIENCE:**

**Life Insurance Agent, May 20XX – Present**

AAA Mid-Atlantic, Inc., Kissimmee, FL

* Identified potential clients with the provided leads.
* Developed and maintained relationships with current customers and provided service and maintenance of renewal policies.
* Ensured appropriate follow-up with members and clients to gain necessary information.
* Prepared complete and accurate applications with underwriting acceptability for insurance carriers.
* Advised and assisted credit union members and clients to obtaining appropriate insurance products.
* Succeeded in exceeding agency production standards.

**Life Insurance Agent, March 20XX– April 20XX**

AAA Auto Club, Kissimmee, FL

* Conducted annual insurance reviews using a needs analysis profile.
* Resolved customer concerns, generated new sales, and acquired referrals for potential new customers.
* Completed all training programs outlined by company.
* Achieved and maintained knowledge and proficiency in all products, sales. presentations and software applications.
* Utilized technology to communicate with clients, agents and strategic partners.
* Maintained accurate records and files.

**SUMMARY OF QUALIFICATIONS:**

* Remarkable consumer sales experience within the insurance industry
* In-depth knowledge of insurance laws, regulations and processes
* Ability to interpret insurance policies and insurance coverage
* Profound ability to earn clients trust
* Sound telephone and oral communication skills
* Ability to interpret and follow underwriting guidelines
* Amazing ability to work independently

**EDUCATION**

**Associate Degree in Insurance,**

Richland Community College, Decatur, IL