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Build My Resume

Oscar Sample

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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 Recon Life Insurance

6/1/2012 - 7/1/2014
New Cityland, CA

- 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 Prestige Insurance Company

4/1/2000 - 6/1/2012
New Cityland, CA

- 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 2005 to 2012.

Life Insurance Agent Manly Insurance

6/1/1995 - 4/1/2000
New Cityland, CA

- 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
University Of California

1994
New Cityland, CA

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