

## Profile Completeness

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Name

XXXXXXXXXXXX

Address

UNITED  
STATES

Phone

XXXXXXXXXXXX

Fax

Email

[XXXXXXXXXXXX](#)

SMS Text Mail

Me in 30 Seconds

My name is XXXXXXXX. I earned my Bachelor's Degree from the University of Colorado where I also interned at the Colorado Governor's Office of Economic Development. I have four years of experience in the insurance industry. For the majority of that time I was a sales representative with Liberty Mutual Group where I quickly learned the ropes and became very successful. It was a great learning experience, however, now I intend to make a meaningful career transition out of direct insurance sales and into a customer service, account manager, or even a public or non-profit organization position.

Career Goal

Power Statements

I'm hard working and goal oriented. For example when I was a sales representative at Liberty Mutual rather than just be average and hit my minimum quota, I wanted to be great and distinguish myself by winning a regional sales contest. First, I set the goal and held myself accountable to achieve it. I made a sign on my desk that read: "award goes here" and visualized myself being successful to earn the award. Most importantly, I put in the extra time as needed to stay on pace. As a result I produced over 130 new business policies during an 8 month period for over \$100,000 in first year premium, ranking 3rd out of 56 sales representatives in the state of Colorado.

Action Plans

I'm adaptable and fast learning. For example when I graduated from the University of Colorado with a degree in Economics I went straight into insurance sales not knowing very much in regards to the insurance industry. However I took my new career very seriously, dove into the study materials, and worked closely with my manager. Moreover, I pursued additional educational opportunities earning a voluntary designation in life insurance. As a result I sold 24 life insurance policies my first year for over \$12,000 in annual premium and tied for second in production for the state of Colorado. I also received offers to work for companies specializing in life insurance production, such as New York Life.

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I have strong integrity and I'm trusted by others. For example when I was in college and working at C&C Market Research I started as a floor interviewer. I always made sure I put in the time and worked hard with little to no supervision. I was very successful and quickly gained other responsibilities such as handling finances and training new employees. As a result I was promoted to supervisor in less than 6 months and was a key employee increasing office productivity by approximately 33% within the first year.

I'm a team player and I work well with others. For example on one occasion at Liberty Mutual we had a skeleton crew the day after Thanksgiving. The one customer service representative there was on the phone with a policyholder when another customer walked into the office. I was doing some paperwork, however I knew that I could break away and help even though it wasn't my responsibility. I was easily able to help the customer make a simple change to their policy and get them out the door quickly. As a result I improved the company's image in the eyes of the policyholder and earned greater respect of the service staff who all heard about it and were willing to assist me and return the favor on many occasions.

Needs/Interests

Desired Salary

Customer Service

45000 Per Monthly

Account Manager/Account Consultant

Entry Level Public/Non-Profit Position

Work Experience

Education

Title: Account Executive

Organization Name: AccuQuote, Byron

Udell & Associates When worked: From:

2008-11-10 To: 2009-06-17

Description of Duties: Sold life insurance and related products via the telephone, while providing effective customer service by utilizing in-depth knowledge of products and programs

Reason For Leaving: Business restructured

Title: Sales Representative

Organization Name: Liberty Mutual Group

When worked: From: 2005-12-19 To: 2008-05-12

Description of Duties: Provided auto, home, and life insurance products specific to Liberty Mutual Group. Prospected all my own business, using consultative sales approach, resolving concerns, following up, and closing the sale.

Reason For Leaving: Major company reorganization

Title: Supervisor

Organization Name: C & C Market

Research When worked: From: 2003-

09-15 To: 2005-02-16

School Name: University of

Colorado Field of Study:

Economics

Degree Sought: BA Schooling was completed. (Earned)

Description of Duties: Trained and monitored office staff of approximately 15 employees in correct data gathering techniques, reviewed surveys for completeness, and ensured projects were completed on time.

Reason For Leaving: Took the opportunity to volunteer as a intern at the Colorado Governor's Office of Economic Development near the end of my undergraduate experience.

## Skills

MS Office Suite

Spanish Speaking

Customer

Service/Sales

Interpersonal/People Skills

Time Management Skills

Goal

Achieving

Training

Leadership

Data Gathering/Analysis

Negotiation Skills

## Languages