

# JOSEPH S. CANDIDATE

✉ 162 Somewhere Lane, Huntington Beach, CA 92646

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## \*INSURANCE SALES AGENT\*

### PROFESSIONAL SUMMARY

Client-focused, motivated, and highly accomplished Insurance Sales Agent/Producer licensed in 26 states with a comprehensive background in **auto, home, renters, and other personal lines insurance** along with proven success in delivering results on time and over quota. Effectively defines, develops and implements targeted sales and marketing plans to maximize results and profitability. Excels at analyzing data, identifying customer needs, and implementing competitive business initiatives to streamline sales and increase revenue. Highly versatile, collaborative and quickly masters new roles, responsibilities, categories and environments. Reputation for integrity, problem solving abilities, work ethic and analytical skills.

### KEY STRENGTHS

- Insurance Sales
- Account Management
- Agency Collaboration
- Relationship Management
- AMS360/Hawksoft/FSC Rater
- Personal Lines Insurance
- New Business Development
- Product/Service Knowledge
- Renewal Retention
- Microsoft Office
- Office Management
- Customer Service
- Underwriting
- Team Leadership
- Internet & Computers

### PROFESSIONAL EXPERIENCE

- Harrison Insurance Services** | *New Business Insurance Agent* Jun. 2014 – Present
- Responsible for selling 20/30 policies per month in the areas of home, auto, condominium, renters, and other personal umbrella/lines of insurance coverage.
  - Work with various carriers such as Mercury Insurance, The Hartford, SafeCo, Travelers, Allied, Mapfre, Commerce West, USLI, Geovera Insurance California Earthquake Authority, Kemper & Kemper Specialty, Infinity, and Progressive.
- Dominion Property & Casualty** | *Insurance Agent* Feb. 2013 – Jun. 2014
- Worked with home renters and auto insurance products.
- Mutual Insurance Company** | *Account/Sales Representative* Nov. 2006 – Jun. 2012
- Created new business sales opportunities while providing exceptional customer service for existing clients and successfully cross-selling multiple products and operating as a front-line underwriter.
- Property Insurance Premier** | *Sales Agent/Associate* Oct. 2000 – May 2006
- Sold insurance products and services while consistent meeting sales quotas, meeting and surpassing service expectations for 6 consecutive years, ranking #1 in service (Member Service Award) in 2004, and selling to over 15,000 customers during tenure.

### EDUCATION & PROFESSIONAL DEVELOPMENT

- Personal & Commercial Lines Licensed Agent – 26 States
- Insurance 21/22 Certification
- Successful Sales Calls Training
- Integrity Sales Program