

# Anthony Cuellar

Fresno, CA

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0 Focused and dedicated insurance professional motivated to provide superior customer service and drive sales through cold calling, referrals and strategic outside marketing activities.

Enthusiastic Insurance sales professional who excels at promoting long-term agency success through proactive marketing and quality customer service.

Willing to relocate: Anywhere

Authorized to work in the US for any employer

## WORK EXPERIENCE

### **Commercial Lines Account Manager**

Kerr Insurance Brokers Inc - January 2015 to Present

01/15/15-Present

- Process commercial account renewals using company guidelines
- Researched new markets
- Support multiple agencies throughout California
- Oversee operations when owners were gone
- Cold call new businesses to generate new sales

### **Account Specialist**

Aon - Fresno, CA - April 2014 to September 2014

- Processed commercial account renewals using company guidelines.
- Researched coverage and premium options and supplied clients with the best coverage.
- Supported agents in the field with back end office support

### **Account Executive**

Kerr Insurance Associates - February 2012 to April 2014

- Presented account proposals in a professional and timely manner.
- Developed life insurance and commercial insurance leads to meet monthly sales targets. Researched coverage and premium options and supplied clients with the best coverage available.
- Presented and clearly explained insurance policy options to clients based on their needs and goals.
- Pursued continuing education and training programs to continue professional development.
- Submitted up-to-date activity and production logs to agency management for review.
- Prepared necessary paperwork to process insurance sales and renewals.

0 Promoted agency products to customers in person, on the telephone and in writing.

Processed applications, payments, corrections, endorsements and cancellations.

0 Interviewed prospective clients to learn about their financial needs and to discuss any existing coverage.

### **Insurance Agent**

Aflac - Fresno, CA - December 2009 to February 2012

- Presented account proposals in a professional and timely manner.
- Cold calling on businesses to set appointments with the business owner.
- Put on sales presentations to employees on an individual setting or group setting.

- Achieved Fast Start Award for \$10,000 in premium the first four weeks of being appointed.

## EDUCATION

### **Associate of Science in Automotive**

Fresno City College - Fresno, CA