

Anthony D. Goodwin

Objective

To obtain a challenging and dynamic position with a company that will utilize my exceptional customer service and communication skills. To procure a position that allows the opportunity for growth and with a company that will appreciate my self-motivation, ingenuity, teamwork and passion for helping others.

Experience

06/2012 – 12/2012 Richard Lucas State Farm Agency Portland, OR

Insurance Account Representative

- Provided professional and prompt service for existing clients' insurance needs
- Called State Farm clients new to the area and quoted and wrote their business
- Ran marketing lists on clients and called to offer additional products and schedule appointments
- Educated and advised clients on insurance coverage options and products

2005 - 2011 Joe Golcz State Farm Agency Duluth, MN

Insurance Account Representative

- Marketed our agency through mailings, phone calls and attending community events
- Scheduled appointments for myself and the agent to meet with clients and increase sales
- Provided exemplary service in every interaction from quoting to claims follow-up
- Answered calls with a smile, quoted new business, ordered supplies, ran bank deposits

2002 - 2005 Jim Phillips State Farm Agency Minneapolis, MN

Insurance Account Representative

- Increased sales by cold-calling prospective new clients to generate business
- Called current clients to set appointments and expand awareness of products
- Serviced existing clients and helped resolve claims in a friendly and expedient manner

Education

1994 - 1997 University of Minnesota Duluth, MN

Bachelor of Arts - Communication

- Graduated with Honors – Magna Cum Laude

References

References are available on request.