

CAREER PROFILE

Proven sales professional with a diversified experience in insurance industry. Very consistent professional. Articulate communicator with effective prospecting and presentation skills. Strong administrative skills. Excellent team player and never has received a customer complaint.

EXPERIENCE

Authorized Representative. EGF Insurance, Hato Rey PR.

2011 to Present

- Prospecting following agency system and guidelines. Mostly with booths in supermarkets and funeral homes. Making phone calls to new prospects, performing interviews, kitchen table presentations, answering doubts, managing objections, and performing closings. Trained to work with warm and cold markets and with time management.
- Experience with sales of solutions with different kinds of life insurance in individual market (term life insurance, whole life, final expenses), and indexed annuities and retirement plans. Representing eight insurance companies.
- Learning to work with group insurance market.

Authorized Representative. SunAirPV, Hato Rey PR.

2014 to Present

- Prospecting mostly to cold market using industry directories. Coordinating appointments with prospects and electricians. Performing on site evaluations to acquire data required submit proposals. Provide documentation as required by prospects.
- Experience with sales of residential solar systems.
- Learning commercial and industrial solutions related with energy efficiency.

District Leader. Primerica, Caguas, PR.

2002 - 2008

- Promotion to District Leader. Providing field training to new recruits.
- Passing Series 6 License for Mutual Funds on first try.
- Experience with sales of solutions with term life insurance, home mortgage programs, and mutual funds.

EDUCATION

- B.S., Industrial Engineer. Polytechnic University of Puerto Rico. Hato Rey, PR.

COMPUTER SKILLS.

- Microsoft Office – Power Point, Excel, Word, Project, AutoCAD

CERTIFICATES AND TRAININGS:

- Self Directed Working Teams and Effective Meetings: Fomento Industrial.
- Team Work – II: Fomento Industrial.
- Train the Trainer: Fomento Industrial.
- Licences: Life Insurance, Variables.

REFERENCES: Provided upon request.