

# Noah Cohen

## **Broker Sales Representative - Colonial Life**

LONG BEACH, NY, 11561, US

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516-236-8507

## Work Experience

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### **Broker Sales Representative**

Colonial Life

July 2018 to Present

Prospected product portfolio and enrollment solutions to P&C as well life and Health insurance brokerages

Business Development

Presentations via lunch & learn to Brokerages

Products Group life, disability, Accident, Medical Bridge, Dental, Critical Illness and Cancer

### **Outside Sales Insurance Agent**

Allstate Insurance

February 2016 to July 2018

Prospected for New Clients via Cold Calling, E-Marketing and Telemarketing B2B and B2C sales

Serviced Existing Client Base as well cross line sold policies

Products Sold: Commercial Auto and Property, Life, Auto, Home, Condo, Co-op, Renter and Voluntary Benefits Insurance

### **Exclusive Agent**

Allstate Insurance

May 1998 to February 2016

Sold Insurance Products: Auto, Home, Life, Condo, Co-op, Commercial Auto, Commercial Property, Financial Services, Annuities

Serviced To Individual Clients and Business

B2B Sales

Over \$6,000,000 a year in annual sales

Over 3500 Policies in force

Customer retention 93.50%

Maintain Daily Operations: Payroll, Rent, Utilities, Financial Books of Agency

Interviewed Employees, Hired, Trained and Sponsored for NY State Licenses, Staff of 4 People

## Education

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### **Bachelor's in Marketing And Entrepreneurship**

Johnson & Wales University - Providence, RI

## Skills

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- Customer Service (10+ years)
- Microsoft Office (10+ years)
- Salesforce (10+ years)
- Territory Management (10+ years)
- Sales Management (10+ years)
- Insurance Brokerage (10+ years)
- Business Development (10+ years)
- Commerical Insurance (10+ years)

## Certifications and Licenses

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### **Property and Casualty License**

Present

### **Life and Health Insurance**

Present