

Vanessa Ramirez

Des Plaines, IL 60018

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Motivated Insurance Agent with over 11 years of experience in sales and customer relations. Seeking to leverage proven sales experience and achievements into the open management role in a company.

Work Experience

Insurance Sales Agent

Interfirst Insurance Co - Northbrook, IL

July 2021 to Present

Helped customers identify services/products that best suited their needs.

Licensed Insurance Agent/Office Manager

State Farm - IL

September 2010 to June 2021

Provided Insurance and Financial needs for clients/Assisting in claims/ Servicing existing clients. Helped clients find their needs and upsell.

General Office/Clerk

Circuit Court of Cook County - Skokie, IL

April 2010 to September 2010

General office work, filed court documents, delivered court documents to Judges/Court Clerks, helped meet customers' needs

Sales Associate/Cashier

Foot Locker - Schaumburg, IL

November 2003 to January 2009

To open/close register, inventory bi-weekly basis, helped customers meet their needs.

Education

High School Diploma

Maine West High School Des Plaines - Des Plaines, IL

September 2003 to June 2007

Skills

- Bilingual (Spanish), Work well under pressure, People's person, Work well in groups, Enthusiastic, Licensed in Life/Health/Property/Casualty, Proficient in ABS/NECHO/Prospector Plus
- Telemarketing

- Insurance Sales
- Cold Calling
- English
- Account Management
- Upselling
- Sales Management
- Marketing
- Outside Sales
- Business Development
- Negotiation
- Salesforce
- CRM Software
- Customer Relationship Management
- Direct Sales
- Outbound Sales
- Strategic Planning
- Office Management
- Management
- Leadership
- Sales
- Customer service
- Telemarketing
- Insurance sales
- Sales
- Outside sales
- Cold calling
- Sales management
- Account management
- Direct sales
- CRM software
- Outbound sales
- Customer relationship management
- Negotiation
- Marketing
- Salesforce
- Business development
- Cash register
- Relationship management
- Leadership
- Office management

Languages

- Spanish - Expert

Certifications and Licenses

Property & Casualty License

Life and Health Insurance

September 2010

Insurance Producer License

Food Handler Certification