

# Candidate 4624

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Insurance Sales Manager

*In applying for the this position I will be utilizing knowledge I acquired becoming a Certified Notary Signing Agent, Real estate agent as well as my academic background that will enable me to bring a full range of skills to the position. I also love meeting new people and helping them.*

## EXPERIENCE

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### State Farm

*September 2014 - Present*

Insurance Sales Manager

- Lead sales operations within an insurance company
- Analyze statistical data, such as mortality, accident, sickness, disability, and retirement rates and construct probability tables to forecast risk and liability for payment of future benefits.
- Solicit potential buyers of policies. • Determine discounts and premiums
- Plan advertising budget and appropriate advertising channels
- Supervise local and regional sales managers
- Oversee branches or other store locations
- Conduct market research
- Delegates work as needed
- Lead insurance agents and track performance.
- Create and implement business strategies and goals
- Develop sales quotas
- Minimize company risks
- File reports of numbers of insurance quoted

### Farmers

*February 2015 - April 2016*

Insurance Sales Representative

- Lead sales operations within an insurance company
- Analyze statistical data, such as mortality, accident, sickness, disability, and retirement rates and construct probability tables to forecast risk and liability for payment of future benefits
- Solicit potential buyers of policies
- Determine discounts and premiums
- Plan advertising budget and appropriate advertising channels

### Notary Public

*January 2007 - Present*

Owner

- Prepare income tax as well as notary work and real state sale

## EDUCATION

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### College

*January 2008 - March 2014*

### High School

*August 2004 - February 2008*

## SKILLS

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Sales \* Insurance Sales \* Regional Sales \* Customer Account Management \* Profit-Based Sales Targets \* Negotiation Skills \* Customer Service

Financial Skills: Income Tax \* Forecasting Skills \* Risk Analysis \* Knowledge of Statistics \* Budgeting Skills \* Accounting \* Accounts Payable \* Accounts Receivable \* Financial Underwriting \* Payroll Management

Administrative Skills: Insurance Management and Aftercare \* Administrative Operations \* Office Management \* Data Entry Skills \* Human Resources \* Event Management

Marketing Skills: Marketing \* Knowledge of Advertising \* Social Media \* Business Strategies

Industry-Specific Skills: Real Estate \* Agriculture

IT Skills: Microsoft PowerPoint \* QuickBooks (Software) \* Microsoft Excel \* Microsoft Office \* Microsoft Outlook

## **CERTIFICATIONS**

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**a Certified Notary Signing Agent, Real**

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**Certified Notary Signing Agent**

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**Certified Notary**