

Carl Collins
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Profile

A confident individual with 15 years of experience in insurance sales and a track record of new business acquisition. Bachelor's degree in business administration from the University of California. Seven years of experience in a sales management position with proven performance of excellent performance and ability to motivate a team. Strong aptitude for leadership and a results-oriented approach to work.

Professional Experience

Insurance Sales Manager, The Insurance Company, San Diego, CA

June 2014 - February 2021

- Marketed new products to both new and existing clients with a 65% sale rate
- Experience in quoting insurance rates
- Prepared and delivered clear and effective sales scripts
- Compiled and maintained marketing status reports and client contact lists

Insurance Sales Specialist, Insurance and Sales Corporation, San Diego, CA

March 2006 - May 2014

- Created proposals in order to generate new customer leads
- Attended networking events and trade shows
- Fielded all inbound and outbound calls and emails
- Followed up all sales inquiries with a 72% uptake rate

Education

Master of Science in Financial Engineering

THE UNIVERSITY OF CALIFORNIA, BERKELEY Berkeley, CA, September 2002 - September 2005

Bachelor of Science degree in Business Administration

THE UNIVERSITY OF CALIFORNIA, BERKELEY Berkeley, CA, September 1999 - July 2002

Key Skills

- Gathered accurate marketplace intelligence to increase sales
- Friendly and professional customer service manner
- Responsible for data entry via company software systems
- Contacted and liaised with underwriters

Certifications

- Chartered Property Casualty Underwriter Certificate in General Insurance, 2006 (#14-00098)
- The American Institute for Chartered Property Casualty Underwriter Certificate, 2006 (#A45-7689090)