

Kamal P. Johnson
(810) 012-3456
njohnson@email.com
222 Main St., Flint, MI 48531

Profile

Ambitious, coachable Insurance Sales Representative with over a year of experience in a high-volume sales environment. Proven ability to learn quickly and adapt to new technology systems. Driven to create superior customer experiences and strive for goals as an individual or part of a team.

Key Skills

- Strong interpersonal skills
- Analytical skills
- Team player
- Passionate about customer service

Education

High School Diploma

EAST LANSING HIGH SCHOOL East Lansing, MI, June 2018

President, Future Business Leaders of America

Professional Experience

Entry-Level Remote Insurance Sales Representative, Banking Life, Saginaw, MI

July 2019 – Present

- Handling inbound calls and warm transfers from other agents
- Prospecting for new business by cold-calling, lead databases and networking
- Setting appointments to pinpoint prospective client's needs, financial goals and resources
- Developing a coordinated protection plan for immediate coverage and long-term strategy
- Cross-selling and upselling additional company products to existing clients

Wireless Retail Sales Associate, Flint Cellular Services, Flint, MI

June 2018 – June 2019

- Greeted customers and provided personalized service
- Handled customer contracts, payments and warranties
- Maintained and shared up-to-date knowledge of products, accessories, service features and pricing plans
- Met and exceeded team sales performance goals by upselling, personal and professional referrals and outbound marketing

Certifications

- Michigan Life Insurance License, 2019 (#4816994)