

Maxine Curry

Insurance Sales Advisor

AREAS OF EXPERTISE

Selling insurance
Getting quotations
Customer service
Answering queries
Handling objections
Cold calling

PROFESSIONAL

French speaker
First Aider

PERSONAL SKILLS

Passionate
Forward thinking
Focused
Hard working

CONTACT

Maxine Curry
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Driving license: Yes
Nationality: British

PERSONAL SUMMARY

A dedicated and career focused sales professional who uses effective questioning to establish a customer needs, and then quickly finds the best Insurance products and service for them. Maxine is a determined and positive person who loves to hit goals. She has experience of dealing with clients both over the phone as well as face to face. Possesses a strong willingness to go over and above to hit compliance and sales targets. Right now she is looking for an opportunity to become part of a well-established insurance brokerage that has a fast-moving and buzzing sales environment.

WORK EXPERIENCE

Company name – Location

INSURANCE SALES ADVISOR Jun 2013 – Present

Responsible for selling and advising relevant insurance products to a wide range of clients with different requirements.

Duties:

- Advising clients on motor, home, health and commercial insurance products.
- Liaising with insurance companies through online insurance interfaces, emails and via phone calls.
- Finding the best insurance deals available for a wide range of clients.
- Responding quickly to customer enquiries made about their insurance policies.
- Utilising client information to maximise opportunities to cross sell and up selling on Insurance.
- Explaining what a policy covers to clients.
- Establishing a client's insurance needs by asking them relevant questions.
- Quickly following up all potential leads.
- Advising clients on premium payment options.
- Maintain accurate and relevant customer administrative records.

Company name - Location JOB TITLE Dates (i.e. Aug 2011 – Jun 2013)

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KEY SKILLS AND COMPETENCIES

- Working professionally and ethically with colleagues, clients and insurers.
- Unflagging and able to work under continuous pressure.
- Consistently exceeding client expectations in being able to find them the best insurance deals in the market place.
- Able to build and maintain trusted, long term relationships.
- Find it easy to relate to other people.

ACADEMIC QUALIFICATIONS

Nuneaton University *2008 - 2011*
BSc (Hons) Sales Management

Coventry Central College *2005 - 2008*
A levels:
Maths (A) English (B) Technology (B) Science (C)

REFERENCES – Available on request.



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