Your Name

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# Objective

A career with ABC Insurance Agency as an enthusiastic insurance sales representative

# Summary of Qualifications

My recently completed education and previous summer internship have provided me with the skills, market preparation, and entrepreneurial spirit necessary for a successful career with ABC Insurance. As an ABC representative I will effectively utilize my:

* Passion for making a difference in individual clients’ lives
* Personable phone skills and work relationships
* Enthusiasm for commission-based compensation
* Coachable, competitive spirit

# Education

**Bachelor's in Marketing**, State University, City, ST 1997 - 2001

On course to graduate with a 3.51 GPA

**Applicable Courses** at State University

Marketing 450 – Consumer Behavior and Negotiations

* Understanding consumer buying intentions
* Motivating positive customer interactions

Marketing 440 – Entrepreneurial Marketing

* Cause and effect of commission based sales
* Time management and self motivation

Economics 400 – Economics of Strategy

* Studied economic impact of competitive markets and decisions
* Member of five person strategy team that took 2nd place out of 10 teams

# Work Experience

**Somewhere Life and Casualty Co.**, City, ST Summer 2000

**Summer Intern Insurance Associate**

* Called clients and communicated policy benefits, changes, and potential upgrades
* Received performance bonuses resulting in 75% more earnings than the average intern
* Managed my time and priorities to maximize results during normal business hours
* Awarded “Best of Class” plaque at the conclusion of the summer internship

**Fast Food Restaurant**, City, ST 1998 - 2000

**Shift Manager**

* Taught new crew workers their responsibilities
* Motivated and encouraged restaurant crew during stressful work times
* Resolved conflicts and concerns between crew workers and with customers

# Languages

**Bilingual**: English and Spanish

# Activities and Interests

Scouting (Eagle Scout), Computers, Cycling

# References

Available upon request