**INSURANCE AGENT RESUME**

Shaw Barren

8735673553

@gmail.com

**SUMMARY**

Service-minded insurance agent with 7+ years of experience in property and casualty insurance. Adept at combining technical understanding with experiential knowledge and applying it to close sales. Licensed in Massachusetts.

**PROFESSIONAL EXPERIENCE**

Amical Mutual Insurance – Westborough, MA

**Senior Insurance Agent, September 2019 – Present**

* Maintain accurate up-to-date files of 400 clients’ details, risk, exposure and premium information.
* Develop and manage long-term customer relationships, scheduling and conducting an average of 10 weekly meetings with clients who request consultations.
* Review insurance and liability clauses in contracts, ensuring that every contract meets the company’s risk appetite while balancing this against the expected commercial benefits of the contract.
* Document results and track trends for the purpose of business forecasting.

Amical Mutual Insurance – Westborough, MA

**Junior Insurance Agent, July 2014 – September 2019**

* Collaborated with senior executives to establish and execute a goal of 15% increased weekly sales in 2 regions.
* Acted as a point of contact for clients with general insurance questions and mid-term adjustment queries.
* Generated new business opportunities through company leads, networking, referrals and an average of 60 calls per day.
* Analyzed and identified client needs, offered products tailored to their specific circumstances.

**EDUCATION**

Amherst College – Amherst, MA

**Bachelor of Arts in Business & Economics**

May 2014

**CERTIFICATIONS**

**Property and Casualty Insurance License**

Massachusetts Division of Insurance, MA

Expires February 2023

**Accredited Advisor in Insurance**

The Institutes

June 2014