

Kameron Valerio

Insurance Agent

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- ☎ (993) 873-7460
- 📍 541 Oak Street, Portland, OR 97209

EDUCATION

**Bachelor of Business
Administration in Insurance and
Risk Management at Oregon State
University, Corvallis, OR**

Sep 2018 - May 2022

Relevant Coursework: Risk Management Principles, Insurance Law, Financial Management, Actuarial Science, Property and Liability Insurance, Employee Benefits, Corporate Finance, Investment Analysis, and Business Ethics.

LINKS

[linkedin.com/in/kameronvalerio](https://www.linkedin.com/in/kameronvalerio)

SKILLS

- Risk assessment
- Salesmanship
- Customer service
- Policy knowledge
- Communication skills
- Analytical abilities
- Time management

LANGUAGES

- English
- German

HOBBIES

Stamp collecting

PROFILE

During my one-year tenure as an insurance agent, I successfully managed a diverse portfolio of clients, providing them with personalized insurance solutions tailored to their unique needs. My strong communication and interpersonal skills allowed me to build and maintain lasting relationships with clients, while my analytical mindset enabled me to identify potential risks and recommend appropriate coverage plans. I consistently met and exceeded sales targets, contributing significantly to the growth of the agency. My dedication to staying up-to-date with industry trends and product offerings ensured that I was always prepared to offer the best possible advice and service to my clients.

EMPLOYMENT HISTORY

Insurance Agent at Oregon Mutual Insurance, OR

Jan 2023 - Present

- Achieved a 40% increase in new policy sales within the first year, surpassing the target of 25%, by effectively identifying and targeting underserved markets in the Oregon region.
- Successfully retained 95% of existing clients during a policy renewal period, exceeding the company's average retention rate of 85%, through strong relationship management and personalized service.
- Implemented a comprehensive customer referral program that generated an additional \$100,000 in annual revenue and increased overall customer satisfaction rates by 20%.

Associate Insurance Agent at State Farm Oregon, OR

Aug 2022 - Nov 2022

- Successfully increased policy renewals by 25% within the first year, resulting in a boost in customer retention and overall satisfaction for State Farm Oregon clients.
- Exceeded new policy sales targets by 40% in 2019, generating over \$500,000 in additional revenue and contributing significantly to the growth of the agency.
- Implemented an innovative cross-selling strategy that led to a 30% increase in bundled policy sales, enhancing customer loyalty and driving an additional \$300,000 in annual premium revenue.

CERTIFICATES

Chartered Property Casualty Underwriter (CPCU)

Jul 2021

Certified Insurance Counselor (CIC)

Jul 2020

MEMBERSHIPS

- National Association of Insurance and Financial Advisors (NAIFA)
- Independent Insurance Agents and Brokers of America (IIABA)