

Tomikia Simonini

Insurance

Profile

Results-driven insurance professional with 1 year of experience in delivering tailored insurance solutions to clients. Adept at policy analysis, risk assessment, and relationship-building, with a proven track record of achieving sales targets and providing exceptional customer service. Skilled in leveraging industry knowledge and expertise to optimize coverage and meet client needs. Seeking to contribute to a growth-oriented organization and further develop insurance management skills.

Employment History

Insurance Agent at State Farm Insurance, OK

Feb 2023 - Present

- Achieved a 25% increase in policy sales within the first year, resulting in a significant boost to the agency's revenue and earning a top performer recognition within the State Farm Insurance Oklahoma region.
- Successfully maintained a 95% client retention rate over three years, by providing exceptional customer service and personalized insurance solutions, leading to increased customer satisfaction and loyalty.
- Implemented a new lead generation strategy that led to a 40% increase in qualified leads and a 15% growth in new policyholders within a two-year period, contributing to the agency's overall expansion.
- Streamlined internal processes and improved team efficiency by introducing an automated system for managing policy renewals and claims, reducing processing time by 30% and minimizing errors.

Insurance Underwriter at Allstate Insurance, OK

Sep 2022 - Dec 2022

- Successfully underwrote and issued over 500 new insurance policies during the first year, leading to a 15% growth in Allstate's market share in Oklahoma.
- Implemented an improved risk assessment model that reduced claim costs by 10% and increased policy renewal rates by 8% within two years, contributing to higher customer satisfaction and retention.
- Identified and rectified underwriting discrepancies in 300 existing policies, resulting in a 5% reduction in potential losses and strengthening the overall financial stability of Allstate Insurance in Oklahoma.

Education

Bachelor of Business Administration in Insurance and Risk Management at University of Central Oklahoma, Edmond, OK

Aug 2018 - May 2022

Relevant Coursework: Risk Management and Insurance Principles, Property and Liability Insurance, Life and Health Insurance, Corporate Risk

Details

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Links

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Skills

Risk Assessment

Underwriting Expertise

Actuarial Analysis

Claims Management

Policy Development

Regulatory Compliance

Customer Relationship

Languages

English

Bengali

Hobbies

Collecting insurance memorabilia (e.g., vintage advertisements, policy documents, or promotional items)

Attending insurance industry conferences and seminars for professional development and networking

Reading and researching about insurance history, trends, and innovations for personal enrichment