

Forestine Yamashiro

Insurance Sales Agent

✉ forestine.yamashiro@gmail.com

☎ (436) 161-6395

📍 123 Maple Street,
Indianapolis, IN 46204

Education

**Bachelor of Business
Administration in Insurance
and Risk Management at
Indiana State University,
Terre Haute, IN**

Aug 2017 - May 2022

Relevant Coursework: Risk
Analysis, Insurance Law and
Regulation, Corporate Finance,
Actuarial Science, Financial
Planning, Property and Casualty
Insurance, Life and Health
Insurance, Employee Benefits,
Reinsurance, and Enterprise Risk
Management.

Links

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

Skills

Prospecting

Negotiation

CRM (Customer Relationship
Management)

Underwriting

Risk Assessment

Policy Analysis

Claims Handling

Languages

English

Profile

Dedicated Insurance Sales Agent with 1 year of experience in providing exceptional customer service and building strong relationships with clients. Proficient in identifying client needs, developing tailored insurance plans, and meeting sales targets. Adept at using various sales techniques, managing a portfolio of clients, and staying current with industry trends and regulations. Committed to continuous learning and professional growth within the insurance industry.

Employment History

Insurance Sales Agent at State Farm Insurance, IN

Mar 2023 - Present

- Achieved a record-breaking annual sales target of \$1.5 million in insurance premiums, surpassing the previous year's target by 30% and contributing significantly to State Farm Insurance Indiana's overall growth.
- Successfully onboarded and retained 200 new clients within a year, resulting in a 40% increase in customer base and establishing long-lasting relationships with clients, ensuring their satisfaction and trust in State Farm's products and services.
- Implemented innovative sales strategies and marketing campaigns that led to a 25% increase in cross-selling and upselling opportunities, maximizing revenue generation and promoting State Farm Insurance's comprehensive suite of insurance products to existing and potential clients.

Associate Insurance Sales Agent at Allstate Insurance, IN

Sep 2022 - Jan 2023

- Successfully exceeded annual sales target by 35% in 2020, resulting in the sale of over \$1.5 million in insurance policies and contributing to Allstate Insurance's overall growth in the Indiana market.
- Streamlined the customer onboarding process by implementing a new CRM system, reducing the average time spent on administrative tasks by 20% and increasing overall team efficiency.
- Provided exceptional customer service, maintaining a 95% customer retention rate throughout the tenure at Allstate Insurance, IN, and earning recognition as one of the top performing agents in the region.
- Led training initiatives for new hires, resulting in a 90% success rate for trainees reaching their sales targets within the first three months of employment, contributing to the overall success of the Allstate Insurance, IN team.

Certificates

Chartered Life Underwriter (CLU)

Jul 2021

Certified Insurance Counselor (CIC)

Aug 2019