

# Kathryne Leveston

Insurance Sales Manager

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## EDUCATION

**Bachelor of Business Administration in Insurance and Risk Management at California State University, Northridge**  
Aug 2013 - May 2018  
Relevant Coursework: Risk Analysis and Assessment, Insurance Principles and Practices, Liability Management, Business Finance, Financial Planning, Actuarial Science, Property and Casualty Insurance, Health and Life Insurance, Enterprise Risk Management, and Legal Aspects of Insurance.

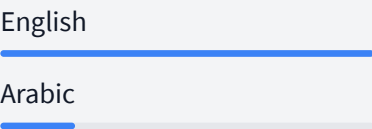
## LINKS

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

## SKILLS



## LANGUAGES



## PROFILE

Results-driven Insurance Sales Manager with 5 years of experience in leading high-performing sales teams to exceed company goals. Expertise in designing and implementing strategic sales plans, identifying growth opportunities, and maintaining strong relationships with clients and business partners. Proven track record of driving sales growth, maximizing profitability, and delivering exceptional customer service. Adept at coaching and developing talent, fostering a collaborative team environment, and ensuring continuous improvement in sales processes and operations.

## EMPLOYMENT HISTORY

- Insurance Sales Manager at State Farm Insurance, CA**  
May 2023 - Present
  - Achieved a record-breaking sales growth of 30% in 2018, surpassing the California regional target by 10% and leading the State Farm Insurance office to become the top-performing branch in the state.
  - Successfully trained and mentored a team of 12 insurance agents, resulting in a 25% increase in individual sales performance and contributing to the overall success of the State Farm Insurance office in California.
  - Implemented innovative sales strategies and marketing campaigns that led to a 20% increase in new customer acquisition and an 18% growth in policy renewals for the State Farm Insurance office in California in 2019.
  - Consistently exceeded annual sales targets by an average of 15% over four years, resulting in a cumulative revenue increase of \$2.5 million for the State Farm Insurance office in California.
- Assistant Insurance Sales Manager at Allstate Insurance, CA**  
Jul 2018 - Mar 2023
  - Achieved a 35% increase in new policy sales within the first year by implementing targeted marketing strategies and providing comprehensive training to the sales team.
  - Exceeded quarterly sales targets by an average of 20% for three consecutive quarters, resulting in a total of \$1.5 million in additional revenue for Allstate Insurance, CA.
  - Streamlined the customer service process, reducing customer wait times by 25% and increasing overall customer satisfaction ratings by 15%.
  - Successfully managed a team of 10 insurance agents, leading to a 10% increase in team productivity and a 5% decrease in employee turnover rates.

## CERTIFICATES

**Chartered Insurance Sales Manager (CISM)**  
Dec 2021

**Life Underwriter Training Council Fellow (LUTCF)**  
Dec 2020