

SANDY S. SANDERSON

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GROUP MEDICAL INSURANCE SALES SPECIALIST

SUMMARY OF SKILLS

A highly skilled, multifaceted, customer-focused, and performance-oriented professional with an impressive record of driving revenue and profit improvements in both emerging and established markets. Persistent, relentless, invaluable “Closer” with proven ability to accurately discern clients’ needs, ask for the sale, and consistently win/win-over non-participants. Effective motivator and mentor with exceptional communication and negotiation skills accustomed to developing new business and market share, improving sales, increasing consumer demands, and consistently delivering renewals in a highly-competitive arena. Recognized as a team player and performer, possessing demonstrated interpersonal, organizational, and time management skills. Strong technical and analytical proficiency with an innate ability to learn complex business systems quickly.

CORE COMPETENCIES

- *New Business Development*
- *Client Relations/Retention*
- *Territory Management*
- *Key Account Management*
- *Medicare Sales*
- *Revenue Enhancement/Growth*
- *Application Enrollment*
- *Relationship-Building*
- *Regulatory Compliance*
- *Renewal Processing*
- *Employee Development*
- *Records Maintenance*

PROFESSIONAL EXPERIENCE

Washington Dentist Insurance Agency **Seattle, WA** **Feb. 2004 - Present**
Medical Insurance Specialist

- Actively prospected new clients and initiated group sales calls.
- Specialized in medical insurance plan sales; answered questions and conducted presentations for renewals as well as potential new business.
- Successfully penetrated challenging and immense geographic territory.
- Established, enhanced, and maintained key accounts; grew assigned individual and group revenue base and converted non-participants to clients through business development and lead generation.
- Initiated renewals for groups of two (2) or more.
- Processed new enrollee and group renewal applications; handled cancellation forms.
- Maintained a high-volume of daily calls and emails with clients and main office.
- Scheduled, organized, and prioritized work to meet customer and provider deadline scheduling demands promptly, accurately, and efficiently.
- Accustomed to working independently and autonomously with little or no supervision.

Results/Accomplishments:

- Elevated from Production Assistant to Medical Insurance Specialist, 2006.
- Consistently achieved aggressive sales objectives every eligible year.
- Recipient of numerous Outstanding Customer Satisfaction Reviews.
- Recognized by managers as a self-motivated professional who consistently delivers outstanding results through problem solving, communications, and interpersonal strengths.

Watermark Credit Union **Redmond, WA** **Sept. 2002 - Feb. 2004**
Loan Officer/Member Service

- Sold disability, life, and automobile insurance along with other bank products.
- Opened new accounts and IRA’s; enhanced and maintained existing accounts.
- Processed an average of fifteen (15) consumer and equity loans worth an estimated \$500K+ per week.
- Performed loan underwriting and loan approval.
- Set-up on-line banking and explained bill-paying services to members.
- Provided notary public services.

