



# Amanda Blake

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LinkedIn | Portfolio

## Insurance sales agent with expertise in policy sales and client retention

Licensed insurance sales agent with **six years of experience** in **life, health, and property insurance sales**.

## Professional Experience

July 2019 - Present

### Insurance Sales Agent *SecureLife Insurance, Phoenix, AZ*

- Exceeded sales targets by **25%** through **referral marketing and targeted outreach**
- Increased **client policy renewals by 30%** through personalized service and follow-ups
- Develop **custom insurance plans**, ensuring optimal coverage for clients

June 2016 - June 2019

### Sales Representative – Insurance Division *SafeGuard Financial, Las Vegas, NV*

- Assisted in closing **\$2 million in annual policy sales**, ranking in the top **10% of agents**
- Trained new hires on **insurance product knowledge and compliance standards**

## Key Skills

- Policy sales and client prospecting
- Cross-selling and upselling strategies
- Risk assessment and underwriting
- CRM tools (Salesforce, Applied Epic)

## Education

May 2016

### Bachelor of Science in Finance *Arizona State University*

## Certifications

### Licensed Life & Health Insurance Agent *Arizona Department of Insurance*