

Adam Smith Peñolbo

License Insurance Consultant

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Accountable Insurance Representative with excellent client management and insurance plan promotion. Highly effective juggler of multiple competing responsibilities simultaneously. Proven history of exceptional time management and customer service.

Skills

Organizational and time management skills

Relationship selling

Prospecting

Customer care

Client Service

Customer rapport

Dedication to product quality

Teamwork and Collaboration

Self-Motivated

Decision-Making

Problem-Solving

Training and Development

Work History

2018-06 - 2022-01

Insurance Advisor

Sunlife Of Canada, Taguig, Philippines

- Evaluated business and individual customer needs and financial situations to propose individualized policy recommendations.
- Calculated premiums and established payment methods.
- Interviewed prospective clients to discuss any existing coverage and obtain data about financial resources and physical condition of person or property.

2013-06 - 2015-06

Fragrance Sales Associate

Duty Free Philippines, Parañaquw, Philippines

- Applied extensive knowledge and training on perfume and scent products to educate prospects and customers.
- Built customer loyalty and retention by delivering excellent shopping experiences.

2008-05 - 2011-05

Fragrance Sales Associate

Rustans Makati, Makati, Philippines

- Demonstrated products to help customers make purchasing decisions on perfumes and fragrances.
- Conducted product demonstrations to highlight features and redirect objections to positive aspects.

Education

2020-01 - 2023-06

Bachelor Of Science In Business Admlsslons: Marketing

Jose Rizal University - Mandaluyong Philippines