

Jeanette Moore

Account Manager / Licensed Insurance Agent

Ft. Lauderdale, Florida

jeanette7722@yahoo.com

678-588-9812

Core Competencies Include:

- Advanced Active Listening & Communication Skills
- Excellent Time Management & Organizational Skills
- Analytical & Detailed Oriented
- Great Speaking and Presentation Skills
- Excellent Researcher & Outreach Capabilities
- Highly Motivated & Resourceful
- Licensed Life & Health Insurance Agent / Current 215
- Military Veteran / 7 years' experience U.S. Air Force

Computer skills: Microsoft Word, Excel, Outlook, PowerPoint, Sales Force, and CIS – Networking Concentration.

WORK EXPERIENCE

Independent Health Insurance Agent / Multiple Insurance Carriers

1099 Agent / Multiple Carriers – January 2022 to Present

- Licensed insurance agent who advised clients on their life/health insurance options and qualifications for government subsidies, tax credits, and special enrollment periods. Conduct a needs analysis to assist the clients in selecting the best health benefit plan that fits their individual needs. Initiate outbound calls and reach out to potential clients to review various products and services. Enroll member on selected marketplace platforms.

Account Manager / Insurance /Sales Agent

Devoted Health Plans – Miramar, FL. June 2021 to January 2022

- Research, identify, and prospect for new customers.
- Build solid relationships within the community to establish business and physician partnerships. Connect with as many Medicare prospect leads as possible.
- Make a minimum of 50-60 cold calls per day and arrange at least 10 attended business meetings per week.
- Conduct research to find and generate new clients by phone, email, and social media.
- Actively listen to clients; partner with them to implement business solutions to accomplish mutual goals.
- Arrange health fairs and other events to engage Medicare beneficiaries to introduce health plans and benefits.

Account Manager / Insurance Sales Agent

Centene/WellCare Health Plans – West Palm Beach, FL. April 2017 to June 2021

- Tenaciously prospect, qualify, and capture leads as sales opportunities through email, phone, internet, and social media platforms.
- Set up quality meetings and appointments with physicians to promote WellCare product offerings in an effort to onboard them and expand WellCare's network of doctors.

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- Demonstrate subject matter expert (SME)
- Act as a liaison between leadership, operations, and clients to maintain or increase business, resolve issues and/or remove obstacles to business growth.
- Make 50-60 cold calls per day and set a minimum of 10 attended events per week for outside Medicare agents.
- Qualify leads for marketing campaigns and sales opportunities.

Education

Bachelor of Science, Health Informatics

University of Phoenix

Master of Science, Project Management

Strayer University

Certificate In Computer Information Systems, Cybersecurity Networking Concentration

California Institute of Arts & Technology

Licensed Health Insurance Agent (215)

Florida Resident License