Connor Walsh

Insurance Sales Representative

Insurance Sales Representative with 2 years selling auto and homeowners insurance by phone from inbound and web leads. Quotes 25-30 households a day, writes about 95 policies a month, and ranks in the top 15% of a 60-person sales floor. Licensed Arizona Property and Casualty agent with a degree in communication.

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Experience

Insurance Sales Representative

Camelback Direct Insurance • Phoenix, AZ • 11/2024 - Present

Direct-to-consumer auto and home insurance seller with a 60-person sales floor.

- Contact **30** inbound and web leads a day within 5 minutes, writing about 95 auto and home policies a month.
- Exceed the monthly premium goal by 18% on average, ranking in the top 15% of 60 representatives.
- Increase the household bundle rate from 28% to 41% through cross-selling umbrella, renters and life coverage.
- Track every lead follow-up and quote in Salesforce, keeping the 72-hour follow-up rate above 95%.

Retail Sales Associate (Part-Time)

Sun Valley Sporting Goods • Tempe, AZ • 09/2022 - 10/2024

Sporting goods store, worked part-time during and after college.

- Sold footwear and fitness gear to 40+ customers a shift, reaching 110% of the store's add-on sales goal.
- Opened about 15 loyalty accounts a week by explaining member benefits at checkout.
- Delivered customer service during holiday peaks, handling returns and price questions at the front counter.

Certificates

Property and Casualty Producer License

Arizona Department of Insurance and Financial Institutions

10/2024

Skills

Sales , Auto Insurance

Homeowners Insurance

Cross-Selling

Lead Follow-Up , Quoting

Salesforce , Microsoft Office

Customer Service

Communication Skills

Education

Bachelor of Arts

Arizona State University

Tempe, AZ

05/2024

Communication