

# Candidate 4659 **\*\*4-5 LIFE APPS/MONTH\*\***

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Agent Team Member

## EXPERIENCE

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### State Farm

*November 2022 - Present*

Agent Team Member

- Licensed in Property, Casualty, life, and health
- Prospective customers about coverages, premiums, and ask qualifying questions to discover needs
- Retain current business and provide service

### Media Agency

*August 2019 - March 2020*

Account Executive

- Grew from classified part-time representative to Account Executive
- Assisted customers face to face, business to business & over the phone
- Prospecting
- Retaining old business
- Initiated 30 new accounts

### Media Agency

*September 2016 - February 2019*

Media Consultant

- Managing pipeline
- Customer relations
- Managing expectations
- Handling objections
- Building client list
- Prospecting to bring on new clients
- Focusing on need of clients and offering solutions

### Media Sales

*May 2014 - August 2016*

Multimedia Sales Executive

- Business to business
- Interact with business owners everyday in person, via email, and phone.
- Built relationships with every client of trust & dependability

### Telecom Sales

*May 2013 - May 2014*

Senior Sales Associate

- Sell a product to a customer by narrowing down their needs and wants into one product
- Indirect dealer, sold all three of major cell phone carriers: Verizon, AT&T, and Sprint
- Sold multipole options/packages
- Built relationship
- Hit quota 95% of the time
- Received promotion from sales associate to senior sales associate
- Lead team and motivated my fellow co-workers to both meet and exceed goals

### Communications Company

*November 2011 - May 2012*

Customer Service Agent

- Inbound calls from customers all around the United States
- Assisted with all billing/phone issues
- Received several WOW calls (customers praises) as well as certificates

## EDUCATION

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### High School

*2010*

Diploma

## SKILLS

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Sales, Business to Business Commerce, Customer Service, Customer Relationship Management, Generation of Leads, Digital Products, Multimedia, Sales Promotion, Psychology, Cold Calling Sales, Customer Account Management, Planning of Accounts, Retail Commerce, Marketing, Data Entry Skills, Telephone Skills, Billing Processes

## **CERTIFICATIONS**

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### **P&C and Life & Health Licensed**

State of Arkansas