

# Candidate 4634

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Licensed Closer

## EXPERIENCE

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### State Farm

August 2023 - Present

- Outbound/Inbound calls
- Tracking leads

### In-Home Sales

June 2023 - August 2023

Closer

- Closing deals in the home
- Sales and customer service focused position
- Maintaining accurate and relevant product knowledge
- Participating in development/sales meetings.

### Distribution Company

February 2023 - June 2023

CDL Class A Driver/Salesman

- Responsible for being prepared and leaving warehouse on time
- Safe and accurate navigation
- Delivery of alcoholic beverages
- Establishing and maintaining positive working relationships with clients

### Beverage Company

June 2020 - November 2022

CDL Class A Driver

- Build and maintain positive relationships with clients
- Inspect vehicle for safety and consistent operation
- Navigate to multiple locations daily in a safe and timely manner
- Ensure client satisfaction within each establishment
- Responsible for acquiring and checking payment for accuracy

### Supermarket

2018 - May 2020

DSD Manager

- Coordinate prompt processing of direct and local merchandise for delivery to the sales floor
- Responsible for keeping accurate record of all damaged consumables and non food merchandise
- Foster cohesive relationship between vendor, store associates and management
- Ensure compliance & execution of established SOPs including but not limited to proper product handling, rotation, storage, etc.

### Cellular Provider

2015 - 2018

ACCOUNT MANAGER

- Collaborate in team environment to ensure customers are efficiently served and revenue opportunities are maximized
- Merchandised store displays to keep environment visually appealing & optimized for equipment promotions
- Utilize CRM software to generate and follow leads, track progress and evaluate systems & processes
- Insurance Office Team Member

## EDUCATION

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### State University

2015

Bachelor's Degree in Film Production in Communications

## SKILLS

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Sales \* Negotiation Skills \* Sales Promotion \* Cold Calling Sales \* Customer Relationship Management \* Customer Account Management \* Customer Service \* Sales Management \* Insurance Sales \* Business Relationship Management  
Commercial Driver's License (CDL) \* Safety Principles \* Stock Control \* Wireless Communications \* Merchandising \* Beverage Products \* Regulatory Compliance \* Consumable Products \* Retail Commerce \* Box Truck \* Road Transport \* Trailer Vehicles \* Expediting \* Forklift Trucks \* Beers \* Heavy Equipment \* Servicing and Car Mechanics \* Agriculture \* Time Management \* Team

Management

IT Skills: Microsoft Office \* Salesforce.com \* Microsoft Word \* Microsoft Windows

## CERTIFICATIONS

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**Licensed Insurance Producer**