

# Candidate 4489

CA

Social, fast paced, organized individual looking for growth and new opportunities to challenge myself. Extremely social and motivated. Skilled negotiator and influencer.

## Work Experience

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### **Sales/Office Manager**

State Farm- CA

June 2021 to Present

Licensed in CA, AZ, and OR.

Sales/Office Manager in charge of dealing with all new clients, creating/selling new business and all policies. As well as specializing in building relationships to keep business long term. Taking initiative that all sales goals are met, cross selling at every opportunity, and cold calls. Also in charge of dealing with all clients that may have any sort of issues and addressing accordingly and professionally.

### **Sales Associate**

CA

2 years

Sales Associate/Cashier. Dealt with money handling, money counting, working registers, etc. organized and maintained store to look clean, organized, and presentable. Took time to make relationships with customers and promoted sales. Consistently made sales goals.

### **Sales Associate**

CA

1 Year

Cashier, stocked new product, visual merchandiser, floor and fitting room sales associate.

### **Sales Associate**

CA

3 Years 9 Months

A family owned business that I was raised in. My mother owned the store, and therefore I was always there as well, helping out around the store. For example, I assisted with merchandising and stocking new product, working the cashier, teaching classes, and working as a normal sales associate. Due to being raised in this business, customer service orientation can be considered practical second nature

## Skills

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- Customer Service (9 years)
- Mathematics
- Sales (5 years)
- Organizational Skills
- Insurance Sales
- Sales Management
- Cold Calling
- Salesforce
- Office Management
- Sales management
- Customer service
- Office management
- Financial sales
- Communication skills
- Microsoft Office
- English
- Microsoft Word
- Computer skills
- Time management
- POS
- Retail sales
- Financial services

## Languages

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- English - Fluent

## Certifications and Licenses

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### **Math Olympics Award**

Won 1st place in a math competition 2 years in a row.

### **Personal Lines Insurance License**

Insurance license which permits the discussion and sales of personal line insurance items, such as car insurance, home insurance, etc.

### **Life & Health Insurance License**

Life Insurance License which permits sales and discussions of life insurance products.

**Property & Casualty License**

**Insurance Producer License**

**Personal Lines License**

**Life Insurance License**

**Driver's License**

Additional Information

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- Responsible, dependable, outgoing, & extremely motivated. Dedicated to being hardworking and accomplishing any task at hand. Always open-minded to learning new skills. Great at multi-tasking. Always looking for a new challenge and ways to grow!