

# Candidate 4487

MI

## EXECUTIVE SUMMARY

Results-oriented sales manager with a successful career driving new business development to achieve bottom-line sales growth. Strong leadership, lead development, sales training and team-building skills. Direct contributions to market expansion, performance turnarounds and profitability growth with a track record of new sales benchmarks. Core competencies include:

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|---|---|
| ✓ Strategic Sales Planning & Execution  | ✓ Sales Team Recruiting, Training & Mentoring |
| ✓ Promotional & Marketing Campaigns     | ✓ Increased Revenue, Profits & Market Share   |
| ✓ Account Management & Growth           | ✓ Contract Negotiation & Administration       |
| ✓ Solution Selling & Consultative Sales | ✓ Business Development & Management           |

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## PROFESSIONAL EXPERIENCE

STATE FARM, RIDGE TEFFT OFFICE, - MI

**12/2022-Present**

### Insurance Sales and Service

Managed the accounts of a book of over four thousand clients, while growing the book through sales of hot leads, cold calling, and canvassing of businesses and homes for the states of Michigan, Ohio, and Indiana.

- Cold called through a book of local and state-wide residents to quote and sell auto, home, life, and health insurance
- Managed the accounts for current customers, upsold them when possible, and set up reviews to keep business from lapsing due to no account review.
- Sold business insurance to many small businesses in the area, and managed relations with local businesses to maintain a good standing with the community
- Consistently sold life and health insurance to meet team goals, placing second place on a team of nine producers, at an office that received one of the highest accolades for life and health insurance sales within the company. This all done at an office that consistently ranked top five in the state, out of over nine hundred offices.

MCCARDEL RESTORATION, - Michigan

**1 Year**

### Sales Team Lead

Market the entire line of interior repair, remodeling and rehabilitation services to residential and commercial property owners to achieve client goals for water damage repair. Accountable for sales, profit and market share targets throughout the greater area,

- Represent the company at retail stores, community events (festivals) and business conventions to drive brand awareness and generate viable leads.
- Train new hires in restoration processes, company services and project estimating while developing and implementing marketing campaigns, sales tools/resources and business development strategies.
- Cultivate relationships with insurance providers, working closely with adjusters to ensure all claims are approved and funded while upselling clients on value-added project additions.

RESTORATION ONE, - Illinois

**1 Year**

### Team Lead

Managed the restoration and re-construction of homes throughout the southwest suburbs while facilitating seamless submission and approval of insurance claims.

- Plan and coordinate client consultations, property inspections, project estimates and sales negotiations for comprehensive restoration, carpet cleaning, duct cleaning and other services.
- Provide leadership and direction for 15 restoration technicians (and up to 10 temporary laborers) all

facets of restoration projects to ensure completion within budget, on time and according to spec.

*Highlights:*

- Successfully estimated and negotiated a highly profitable \$24,000 contract for residential mold remediation and water damage of an upscale pool house.
- Reduced labor costs 30% for mold remediation projects by identifying multiple inefficiencies, researching alternative methods and implementing new products.

SERVPRO, - Illinois

2 Years

**Service Team Lead**

Advised homeowners in developing solutions to residential and commercial property damage from storms, accidents and other disastrous causes.

- Developed sales leads, established client rapport, assessed needs (inspected homes for damage) and presented proposals for repair and remodeling services.
- Facilitated an exceptional customer experience by providing knowledgeable advice in product/color selection and insurance claim processes.

*Highlights:*

- Consistently exceeded sales goals that earned a promotion to crew chief/service lead.

DOGGY DETAIL, - Illinois

4 Years 6 Months

**Field Sales Technician**

Performed door-to-door canvassing and sales of pet waste removal and yard deodorizing/enzyme treatment services to dog owners and homeowners/business owners bordering public parks and walking trails.

- Provided client education in the processes, fees, frequency and other aspects of company services.
- Represented the company at local events to generate new leads and close opportunities.

*Highlights:*

- Increased account base 39% (from 124 to 172).

SCI, - Illinois

3 Years 3 months

**Donor Relations Specialist**

Administered a large volume of daily cold calling to solicit charitable donations for the Foundation and various county police lodges. Established rapport with retirees and other supporters of police, and educated clients in the ways that donations are applied to the charity.

*Highlights:*

- Consistently exceeded quotas by customizing call scripts to each donor's personality and situation.

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**EDUCATION**

HIGH SCHOOL, - Illinois

**High School Diploma**

*Professional Development:*

- > IICRC Water Damage Restoration Technician Training
- > Property and Casualty insurance sales license
- > Life and Health insurance sales license