

# Candidate 4421

VA

Willing to relocate: Anywhere

## Work Experience

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### **State Farm Agent Team Member**

State Farm - VA

June 2022 to May 2024

During my time as a sales team member at State Farm, I have gained a tremendous amount of experience in sales and customer service. I am licensed in property and casualty as well as life and health. I am licensed in Virginia and North Carolina. My work day includes handling underwriting, premium fund accounts, sales, and customer support. I am in charge of our deposits and petty cash as well as balancing our premium fund account. I make multiple outbound and inbound calls to potential clients as well as handling existing clients. I have become very passionate with sales and would like to work in an environment that is friendly but goal driven. I enjoy having a quota that I have to meet and building a relationship with clients.

### **Sales Expert**

T-Mobile | Mobile Store Operators - VA

March 2021 to June 2022

I have worked for Sprint, now T-Mobile, since March of 2021. During this time I have mastered customer experience, sales, organization, closing and opening responsibilities, inventory, and much more. On a daily basis I not only sale, but also handle issues and concerns. I often deal with customer who are unsatisfied with service or something of that matter. My job is to make sure the customer leaves happy and satisfied with what I was able to deliver while working with them. I am a key holder, which means I have the responsibilities of either opening or closing the store. We have a strict procedure that we have to follow each day. During this period I handle money, am in charge of phone scan, make the deposit, and prepare the store for the next set of employees. I have dedicated myself to the job, and have been the top seller with our store and district on multiple occasions.

### **Waitress**

Diner - VA

April 2020 to March 2021

I served tables at The Diner for almost a year. The owners sold out in 2021 and I took a new career path. At The Diner I worked 6 days a week, on my feet 9 hours a day. My main job was customer satisfaction. Every day I would open the restaurant and prep. Being the lead waitress on the floor I would assist my own customer, as well as check In on the majority of my coworkers. I learned to multitask at a fast speed. I constantly handled money and was trusted with large amounts at a time. I gained trust with my customers, coworkers, and company owners.

## Education

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### **High school diploma**

High School - VA August 2014 to July 2018

## Skills

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- Assistant Manager Experience
- Management
- Sales
- Cash Handling
- Pricing
- Upselling
- Underwriting
- Insurance Sales
- Cold Calling

## Certifications and Licenses

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### **Microsoft Office Specialist**

June 2018 to Present

I was able to become Microsoft Office Certified during a few of my college courses in high school. I am completely comfortable with and certified in word, excel, outlook, PowerPoint, and Access.

### **Property & Casualty License**

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

### **Life Insurance License**