

# Candidate 4136

## Work Experience

### State Farm

Insurance sales representative / Account management

March 2022- Present

- Fully licensed in property and casualty insurance; life and health insurance
- Management of client focused accounts. Making sure all clients needs are met through various forms of communication
- Prospecting new business by cold calling, lead databases and networking
- Cross selling and upselling to existing clients
- Developing and coordinating a plan for immediate coverage and long term strategy for clients
- One of the highest sellers within the firm

**Cleaners** Store Manager / Customer

**NC**

Specialist 2019 - Present

- Customer Care specialist with a focus in driving sales.
- Inventory upkeep and deliberation of all store accounts.
- Oversaw all daily operations in the store on a day to day basis.
- Managed new hires in training and helped with the selection of new employees for the company.

**Lowe's Home Improvement**

**NC**

Customer Care Associate / Electrical Specialist

2018-2019

- Involved in a fast paced department that dealt with dynamic sales.
- Provided exceptional customer service with an energetic and cheerful attitude.
- Very well in Relationship selling, very social worker.
- Exceptional retail salesmen and was very dependable. Would often even cover other departments as well.

**Domino's Pizza**

**NC**

Customer Service Rep

2016-2018

- Great at Up selling and also Cash handling as well.
- Averaged the most amount of tips per week due to world-class customer service.

- Would at times be shift lead whenever staff was short handed.
- Multiple awards won due to exceptional customer care and also many bonuses and wage increases as well.

## Education

### College

Associates of the Arts, Concentration in Business / Accounting

May 2021 / GPA: 3.35 out of 4.0

### University

Bachelor of Business, Marketing Concentration with a minor in law

May 2023/ GPA: 3.45

## Skills

- Bilingual in English and Spanish
- Microsoft word / Google Docs proficient
- Great at communication
- Sales driven
- Time management skills are proficient
- Overall leader
- Fully licensed in property and casualty; life and health insurance

