HAmmon Matthews

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**Education**

**Associate of Science in General Studies April 2015**

*Brigham Young University-Idaho Rexburg, ID*

* Emphasis in Finance and Entrepreneurial Management
* Student Representative on the Finance Council deciding the allocation of funds for scholarships
* Helped organize an online meditation research study that lead to the relief of stress in many students

during the most stressful time of the semester.

**Experience**

**Maintenance & Renovations Manager June 2017- Current**

*Dakota Homes* *Orem, UT*

• Manage day to day maintenance of 40 apartments

• Renovated 5 apartments

**Account Executive Nov 2017 – Jan 2018**

*Womply Lehi, UT*

**·**  100 Dials a day minimum,

**·**  Average 5 presentations a day with 70% close rate

**Sales Representative Jan 2017- Sept 2017**

*Vivint.Smart Home Provo, UT*

* Generated $1million+ in revenue
* Sold 200+ Home automation and security systems

**Sales Representative Aug2014 - Jan 2017**

*Primerica Boise, ID*

* Generated $2 million worth of life insurance
* Trained 20 agents on a monthly basis
* Generated 20 auto insurance referrals
* Implemented 75 financial needs analysis for individual families

**Flooring Professional Aug 2001 – Oct 2016**

*Matthews Hardwood Floors Boise, ID*

* Stocked and delivered wood to 500+ floor jobs.
* Showed the customers the value and change in their home.
* Installed new, sanded new and re-sanded 500+ floors to customer satisfaction, Installed 50+ laminate floors
* Sold $3,000 worth of work to customers

**Office Manager April 2015 - April 2016**

*Primerica Boise, ID*

* Improved quality of business from a 40% to 60%
* Called 10 old clients a day to reinstate policies
* Called 10 new clients a day to make policies put into force
* Trained agents on how to keep life insurance policies in force and fix issues with the policies.

**Personal**

Enjoy sports (basketball, ultimate Frisbee, and swimming), puzzles (can solve the rubik's cube under 2 minutes)