

Charles A. Cook

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Career Objective:	Currently enrolled in Bootcamp course and looking to put my skills into development upon my graduation in April, 2021.		
Employment History:	Chad Cook Firefly Agency	Agent/Owner	09/2020-Present
	<ul style="list-style-type: none"> Developing relationships with Realtors, Lenders, auto dealerships, and other professionals that establishes referral partnerships. Working with new clients to customize their coverage to just what they need. 		
	Liberty Mutual Insurance, Austin, TX	Agent	04/2019-09/2020
	<ul style="list-style-type: none"> Developed relationships with Realtors, Lenders, auto dealerships, and other professionals that established referral partnerships. Working with new clients to customize their coverage to just what they need. 		
	JK Chevrolet, Nederland, TX	Sales Consultant	12/2018-03/2019
	<ul style="list-style-type: none"> Scheduled appointments by calling existing customer base and internet leads which led to new sales. Consultative sales to help customers find a car or truck to fit their needs. 		
	Dr Pepper Snapple Group, Houston, TX	District Manager	02/2015-07/2018
	<ul style="list-style-type: none"> Grew gross profits by \$800,000 in my first year by leading sales team to expand space and grow distribution of high profit products. Responsible for 8 employees, which duties included hiring, training, motivating, coaching, and sometimes termination of employment. 		
	Nautic Group, Kemah, TX	Boat & Yacht Sales	10/2014-01/2015
	<ul style="list-style-type: none"> Consultative sales to help customers find a boat that met their needs and budget. 		
	MetLife Auto & Home, Austin, TX	Agent/Owner	04/2014-08/2014
	<ul style="list-style-type: none"> Gained clients business by taking the time to educate them and consult with them to find the right coverages to fit their needs which led to some referrals of their family and friends. 		
	Dr Pepper Snapple Group, Austin, TX	UDS Lead	10/2012-04/2014
	<ul style="list-style-type: none"> Responsible for training, coaching, and hiring of 5 employees. Covered vacation routes. 		
Skills:	HTML	Beginner	Less than 1 year
	CSS	Beginner	Less than 1 year
	Javascript	Beginner	Less than 1 year
	Excel	Intermediate	5 years
	PowerPoint	Intermediate	5 years
	Word	Intermediate	20 years
	Outlook	Intermediate	10 years
Education:	Barbers Hill High School	Diploma	General Studies
	Class of 2000		
	<ul style="list-style-type: none"> Received Academic Recognition in Mathematics portion of TAAS. Involved in Athletics playing Football 		