

# ALLEN HELM

Grover, MO 63040 | 3146407795 | allen.helm96@gmail.com

## Professional Summary

Highly motivated Bitcoin Maximalist offering nine years of experience and two halving cycles in sales and account management.

## Skills

- **Hard-Working Pleb** - Sats aren't going to stack themselves.
- **Time Management** - Bitcoin, Family, Fiat mining.
- **Exceptional Multi-Tasker** - I fit bitcoin into my work day all day everyday.
- **Strong Verbal and Written Communication** - Often Toxic. Writing is crucial for organizing thought.
- **Fast Learner** - The Bitcoin Standard is my bible.
- **Highly Dependable** - I'll remember your seed phrase for you.
- **Team Leadership** - I've orange pillled my last 3 bosses.
- **Self-Motivated** - I'm either getting a job or making my own.
- **Relationship Development** - Do you accept bitcoin as payment?

## Work History

### Account Manager

Dec 2020 - Current

State Farm

338 S Kirkwood Rd, Unit 102, St. Louis, MO 63122

- Sought out new clients and developed client relationships through networking, direct referrals, lead databases and cold calling.
- Met with customers to provide information about available products and policies.
- Determined financial needs by assessing existing coverage and aligning new products and services with long-term goals.
- Closed an average of 30 new insurance policies a month.
- Organized, daily, weekly, semi-annual, and annual tasks through Salesforce.
- Handled approximately 400 outbound and inbound sales-related calls per week to qualify individuals interested in purchasing insurance coverage.
- Displayed consistent, positive attitude towards customers, peers and other personnel, even during high-stress situations.

### Account Manager

Mar 2019 - Nov 2020

Heritage Lawn And Landscape LLC

155 Brown Rd, Saint Peters, MO 63376

- Restructured the department to better represent the company's culture and needs.
- Supervised daily operations and sales functions to maximize revenue, customer satisfaction and employee productivity.
- Cross-trained existing employees to maximize team agility and performance.
- Maintained relationships with property management groups and residential customers by addressing their issues in a timely professional manner.
- Kept account records in Service Autopilot, accurately detailing customer information, payment processes and job site conditions.
- Adjusted job assignments and schedules to keep pace with dynamic business needs, factoring in processes, employee knowledge and customer demands.
- Maximized productivity by keeping detailed records of daily progress and identifying and rectifying areas for improvement.
- Recruited and developed new employees while maintaining a continuous training program.
- Handled complaints, provided appropriate solutions and alternatives within appropriate timeframes, and followed up to achieve resolution.
- Stayed up-to-date on Missouri Department of Agriculture laws, regulations and licensing requirements.

### YouTube Content Creator

May 2021 - Current

## Citizens Of Blockchain Podcast

Decentralized, Global

- Creator, Co-Host, and Co-Editor.
- Mission: To document the successes of bitcoin and failures of shitcoins while packaging our content in a orange pill for our listeners.
- Podcast consists of individual interviews with plebs in the bitcoin space and weekly discussion groups with Twitter community members.
- Great aid for fostering relationships and learning from others.
- Organize and research talking points for our guests.
- Prepare weekly/daily news for discussion.

## Service / Route Manager

Jan 2017 - Dec 2018

Green Envy LLC

139B Weldon Parkway, Maryland Heights, MO 63043

- Employee of the month: April 2017
- Rookie of the year: 2017
- Consistently met deadlines and requirements for all production work orders.
- Trained newly hired technicians in safety techniques and protective measures for equipment handling.
- Worked collaboratively with sales team to identify and target market opportunities.
- Contributed to annual revenue goals by selling new services and developing new accounts.
- Kept account records in RealGreen, accurately detailing customer information, payment processes and job site conditions.

## Education & Certifications

### Biology

University of Missouri - Columbia

205 Jesse Hall, Columbia

- Great for networking terrible for my pocket book.
- Somehow wasn't indoctrinated into the ponzi.
- Found out about bitcoin here... thanks roommate.

### Licensed Insurance Producer

Missouri & Illinois

Lines of Authority: Property & Casualty | Life | Accident & Health or Sickness | Variable Annuity/Life | Credit | Travel

### Certified Comercial Applicator

Missouri

Class 3A Turf & Ornamental License

## Affiliations

- Member and Alumni Coordinator of Sigma Alpha Epsilon Missouri Alpha Chapter
- Pomp's Crypto Course - Cohort 3 | <https://www.pompscryptocourse.com/alumni> | My podcast is listed here | Took this to network and refine my bitcoiner arguments.