



RANDY THOMPSON

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PROFESSIONAL SUMMARY

I am an experienced, highly-motivated salesperson and telefundraiser who has succeeded in sales' environments including inside sales, unsolicited outbound sales, cold-calling, and telefundraising.

SKILLS

- Licensed Insurance Producer, WA state
- Microsoft Excel, Outlook, and Office 365
- Customer acquisition
- Customer service
- Dependable
- Communications

EXPERIENCE

Call Center Insurance Producer | Altig/American Income Life/Globe and Accident Insurance Company | Kent, WA August 2014 - October 2018

High-volume, over-the-phone insurance sales-- sold add-ons with the Benefits Division. I have non-resident licenses for Life/Health in twenty-one states, and a Resident License in Washington state.

Circulation Acquisition Center Representative | The Seattle Times, Inc. | Seattle, WA February 2001 - December 2013

Solicited and secured sales orders using unsolicited, outbound sales methodology. I maintained my employment through multiple layoff cycles, and was laid off only when the company discontinued the division.

Telefundraiser | MJM and Associates | Seattle, WA June 2000 - August 2008

Raised funds for specific clients via unsolicited outbound calls. Renewed memberships and sold tickets for specific clients also. Wrote fundraising scripts, and helped resolve customer complaints from past subscribers.

EDUCATION

GED

REFERENCES

- Roberta Frazier (Altig Office Manager) 425-772-4391
- Mardi Moore (Owner, MJM) 720-346-1836