

# Roger Berman

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## Objective

To continue to grow as a sales professional in a dynamic organization

## Experience

### **Assurance IQ INC Bellevue WA**

**2016 - Present**

#### Account Executive

- Life and Health Insurance Telesales
- Exceeded Quota on a monthly basis
- Routinely made 120 calls daily
- Excellent telephone and active listening skills

### **AFLAC Insurance Company**

**1994 - 2016**

- Member \$500,000 Club
- Member Key Club
- Opened City of Mercer Island & Shuttle Express as major accounts

#### **District Sales Coordinator - Seattle, WA & Farmington, NM – (2002-Present)**

- Took sales from \$500,000-\$1,800,000 in 12 months while decreasing costs and increasing recruiting.
- # 1 District in sales for New Mexico for 2004
- # 1 recruiter first quarter 2005 for Southwest Territory
- 138% of quota for FY 2004

#### **Regional Sales Coordinator – (2000-2002)**

- Responsible for recruiting, training, and sales quota for San Francisco region
- Increased sales 46% in the first year
- Grew sales to \$2 million annualized premium
- Supervised 40 agents with three mid-level managers reporting to me
- Achieved “Key Club” and “National Convention” status
- Achieved Quota Buster award for 118% of quota in FY 2001

#### **Regional Sales Coordinator – (1996-2000)**

- Responsible for recruiting, training, and sales quota for Tacoma and Olympic Peninsula region
- Took \$300,000 region to \$1,500,000 region in 18 months
- Supervised 25 agents with mid-level managers reporting to me
- Achieved “Key Club,” “Quota Buster,” and “National Convention” status
- Achieved 123% of quota in FY, 1996
- Exceeded quota for 3 years in a row putting me in top 10% of all Regional Managers

#### **Sales Associate – (1994-1996)**

- Received excellent training and achieved all success levels for first year agents to include Fast Start, Fireball, Super Fireball, Triple Crown, and All-Star Award
- Opened seventy-eight new accounts for AFLAC
- Excellent sales record led to early management opportunities

## Education

### **Queens College, City University of New York**

- Bachelor's Degree