

CONNER N. RHODES

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Experienced in both the financial services and insurance industries with extensive work in fast paced environments. Strong capabilities in learning and retaining various market regulations and compliances. A deep respect for integrity and professionalism in the workplace where the clients always come first. Significant experience working with high pressure deadlines and goals.

Education	Trinity University , San Antonio, Texas	May 2015
	Bachelor of Science Double Major (3.26 GPA)	
	<ul style="list-style-type: none">• Major in International Business• Major in Spanish	

Experience		Nov. 2017-Present
	Bank of America , Allen, Texas	
	<i>Relationship Manager (Personal Banker)</i>	
	<ul style="list-style-type: none">• Created customized banking and cash flow solutions for individuals and small businesses• Opened accounts and maintained strict confidentiality of client information• Achieved sales and proactive outreach goals monthly and quarterly, generating revenue for the bank	
	Sanger & Altgelt , San Antonio, Texas	Oct. 2015-Oct. 2017
	<i>Team Analyst (Insurance Service Representative)</i>	
	<ul style="list-style-type: none">• Crafted sales proposals for client-facing advisors and judged technical accuracy of insurance policies• Ensured satisfaction of company's largest high net worth corporate clients• Composed clear and concise reports, both weekly and monthly, to ensure marketers and upper management are kept well versed on account changes• Expedited the rate of policy checking and insurance certificate creation and distribution which resulted in the company recovering from a 3-month delay	
	Multiview Incorporated , Dallas, Texas	May 2013-Aug. 2013
	<i>Operations Internship</i>	
	<ul style="list-style-type: none">• Conducted in-depth research to discover profitable leads in support of 100-person sales team which lead to direct sales• Introduced renewals and new contracts into Microsoft Dynamics management information system• Unique experience working in a challenging and fulfilling tech based B2B sales firm	

Core Competencies	<ul style="list-style-type: none">• Advanced Spanish speaker with significant international experience• Social and sales minded mentality that excels working in team settings• ISR Certification by the Texas Department of Insurance (2016)• Hubspot Inbound Marketing Certification (2016)• Acquisition, onboarding, and retention of clients• Sales lead development skills
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Activities	<ul style="list-style-type: none">• Omega Phi fraternity (2012-2014), Secretary and Standards Chair (2014)• Volunteer experience with KIPP San Antonio (2013-2014), San Antonio Pets Alive (2015), Alpha House Women's Substance Abuse Center (2016), and Texas Scottish Rite Hospital for Children (2007-2010).
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