

Christian Carroll

Sales Expert

Customer focused individual that is driven by pushing opportunities of valuable products to consumers in need. Highly self-driven, and goal minded ready to push the goal post to the next obstacle.

Experience

2019 - 2023

River City Foods: Door-to-Door Salesman

- High performing sales environment with large daily ticket goals, constantly pushing daily objectives to maximize incentives.
- Consistent top performer within first months out of training, lead to be given role of training new employees and helping others reach their income goals
- In charge of and focused on inventory management and product distribution for owner during opening hours. Accountable to reports of current inventory, inventory returned at end of day.

2020 – 2022

T-Mobile- Mobile Expert

- Top 1,000 performer in 2021 for the entirety of T-Mobile national
- Essential asset during the Sprint/T-Mobile merger providing support to tenured T-Mobile employees on the sprint systems and triaging any issues that occurred on legacy Sprint accounts
- Store lead who was designated to help other mobile experts convert into top performers and coach to opportunities missed in transactions

Education

2013 – 2017

High School

Jeffersonville High School

Skills

- Personal Lines Insurance Licensed
- Travel Institute trained
- Dale Carnegie Sales Trained
- Self-Starter
- Communicative
- Collaborative
- Team Builder

Contact

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2022 – 2024

AAA- Insurance Sales Agent

- Built strong referral base early on by reaching out to members daily that had not received auto/home insurance information. Consistently prospected to 40-60 new members daily.
- Utilized service calls to turn to opportunities for quoting friends and family
- Consistent top performer in region within 2 months out of training being 90%+ to goal in all metrics, and top 10 performer in market for membership enrollments
- Utilized team building and coaching skills obtained from prior positions to get promoted at start of 2024

2024-Current

AAA- Branch Business Manager

- Helped open first AAA branch in KY since 2005 located in Anchorage KY, utilized all contacts throughout AAA footprint to make opening successful. Was granted opening day by Mayor of Louisville as AAA Forest Springs Day on June 13th of every year
- Accountable for obtaining goal in all three major departments of AAA being Insurance, Members servicing, and Travel Agency
- Converted lower 200 Travel Agent in market to top 25 performing agent within 6 months of ongoing training
- Consistently since opening date was able to reach and exceed goal for 8/10 goaled monthly metrics by actively being on the sales floor with team closing business, active coaching via 1:1's, and

