

# Diedre Crumb

**Insurance Sales Agent - AAA/Automobile Club of Southern California**

Lake Elsinore, CA

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- Dedicated outside sales professional with outstanding social skills, professionalism, diplomacy, tactfulness and best technique's to generate/maintain positive company image.
- Offering many years of hard work, responsibility and accountability to any given outside and inside sales position.

Authorized to work in the US for any employer

## WORK EXPERIENCE

### **Insurance Sales Agent**

AAA/Automobile Club of Southern California - Costa Mesa, CA - 2010 to Present

### **Account Sales Manager**

Table Tops Unlimited, Inc - Carson, CA - 2008 to 2010

### **Store Manager**

The Men's Wearhouse - Torrance, CA - 2005 to 2007

The Men's Wearhouse Torrance, Ca - Santa Monica, Ca - Marina Del Rey, Ca 2005-2007

Store Manager

## PROFESSIONAL PERFORMANCE

- Marketing and Sales - Presented company's products to medium/large businesses within The Greater Los Angeles Area, closed sales, developed leads, and identified sales opportunities to expand customer range.
- Worked closely with Sales Managers and commercial customers to achieve sales goals and objectives.
- Maintained Insurance License and participated in The Continuing Education Program that the company offered.

Selected Achievements:

- Increased sales volume and amount of new business by 20%
- Increased revenue using many sales techniques
- Successfully employed sales management tools and marketing data for enhanced efficiency
- Ranked #14 in the entire company for sales and production
- Consistently qualified for quarterly bonus and sales conference

### **Sales Territory Manager**

Pitney Bowes, Inc - Torrance, CA - 2001 to 2004

## EDUCATION

### **Licensed Insurance Agent**

El Camino Junior College - Torrance, CA

1983 to 1986

## SKILLS

Sales Management (10+ years), Sales (10+ years)

## CERTIFICATIONS

**insurance**

December 2016