

Alonzo Young

Pomona, CA

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College athlete with a strong sense of discipline, a strong work ethic and excellent time management and people skills. Goal-oriented and results-focused individual who has achieved success both in the classroom and on the court.

CORE QUALIFICATIONS

- Excellent communication skills
 - Exceptional leader
 - Conflict resolution skills
- Authorized to work in the US for any employer

WORK EXPERIENCE

Sales Associate

Ail Insurance Sales - September 2014 to June 2015

Life/Health - West Covina

- Approached potential clients by utilizing mailings and phone solicitation
- Determined clients' particular needs and financial situations by determining extent of present coverage and investments, and ascertaining long-term goals.
- Developed a coordinated protection plan by calculating and quoting rates for immediate coverage action and long-term strategy implementation.
- Completed coverage by delivering policy; planning future follow-up visits and evaluations of need

Athletic Pavilion Supervisor / Athletic Event Staff

College Works Painting - La Verne, CA - September 2012 to June 2014

- Supervised athletic events in the sports pavilion
- Organized sporting event set up in the sports pavilion

Home Painter/ Foreman

College Works Painting - La Verne, CA - 2012 to 2014

- Painted the exterior of homes with airless paint sprayer
- Supervised workers on site
- Helped with communicating the job process and updates with clients

Sales Representative

Vector Marketing Agency - La Verne, CA - September 2011 to May 2012

- Trained in sales negotiations and time management.
- Exercised sound judgment in making exceptions to customer policies to maintain high levels of customer satisfaction.
- Managed wide variety of customer service and administrative tasks to resolve customer issues quickly and efficiently.

Sales Associate

Back of House - Livonia, MI - September 2010 to July 2011

- Facilitated monthly and quarterly physical inventory counts.
- Replenished floor stock and processed shipments to ensure product availability for customers.

Assistant Supervisor

Census Bureau - Sacramento, CA - May 2010 to August 2010

- Promoted to supervisor's assistant after the training period.
- Managed team of 5 field workers
- Directed strategic initiatives to achieve our weekly area goals
- Oversaw scheduling for the day-to-day objectives of employees.

Camp Supervisor

Sky Hawks Sports Camps - Sacramento, CA - 2008 to 2010

- Organized daily camp activities
- Supervised camp counselors
- Taught sports specific skills for weekly camp

EDUCATION

Masters in Counseling/ Marriage and Family Therapy

University of La Verne - La Verne, CA

Bachelors of Arts in Psychology

University of La Verne - La Verne, CA

2013

ADDITIONAL INFORMATION

- Relationship building skills
- Project management
- Organized and efficient