

# Jonathan Corral

## Licensed Sales Agent

Yorba Linda, CA

jrcorral1980@gmail.com - (562) 522-4225

Authorized to work in the US for any employer

### WORK EXPERIENCE

#### **Pre-Planning Advisor**

Rose Hills Memorial Park - Whittier, CA - November 2014 to Present

##### Responsibilities

Assist families, most often in a home sales presentation, by helping them make decisions about the planning of their Funeral Services and Cemetery Property needs in advance of their time of need.

Prospect in numerous ways to generate leads. Park canvassing, door knocking, cold calling etc.

##### Accomplishments

Completed and reached all fast start bonus milestones

##### Skills Used

Sales Skills

Customer Service Skills

#### **Temp. Licensed Sales Agent**

Alta Resources/Blue Cross Blue Shield - Brea, CA - August 2013 to May 2014

##### Responsibilities

Sell health insurance plans in multiple states to new clients developed from the internet and direct transfers

Perform proper needs analysis and recommended health insurance plans and closed sales accordingly

Cross sold additional policies as necessary

Provide excellent customer service during the sales process to help build relationships and long lasting customers

##### Skills Used

Customer Service and Sales skills

#### **Star Selling Ambassador (Seasonal)**

Macy's Inc - Lakewood, CA - October 2012 to January 2013

##### Responsibilities

Drive and exceed sales goals by executing Stores Own Sales

Lead the push toward selling through coaching and recognition

Ensured optimum sales floor coverage and lead selling initiatives throughout the store as Executive in Charge

Created a positive, inclusive work environment resulting in retention and turnover reduction

#### **Policy Management Specialist**

Automobile Club of Southern California - Costa Mesa, CA - April 2011 to March 2012

- Analyze information and make recommendations on customer's auto insurance policies to resolve billing questions and to ensure proper coverage.

- Responsible for meeting referral goals to generate sales leads for new business agents
- Complete large quantities of orders under heavy call volumes and maintained service levels
- Provide support to current policy holders to maximize benefits on insurance and membership

### **Premium Services, Hospitality Team Member**

Los Angeles Dodgers - Los Angeles, CA - February 2009 to June 2010

- Develop sustainable long term relationships with premium clientele
- Prioritize competing tasks effectively in a fast paced work environment
- Display patience and active listening skills while assisting clients with the correction of ticketing issues and other discontent
- Collaborate and communicate effectively within a twenty member hospitality team
- Generate sales leads for Account Executives to exceed sales goals

### **Marketing and Broadcast Department Intern**

Los Angeles Clippers - Los Angeles, CA - 2008 to 2009

- Acted as a liaison with corporate sponsors to ensure an enjoyable experience
- Coordinated corporate sponsor special events including hospitality for corporate executives
- Demonstrated team work skills in implementation of entertainment events for up to 15,000 attendees

### **Customer Service Specialist**

Southern California Edison - Long Beach, CA - 2007 to 2007

2007

- Analyzed information and made recommendations on customer accounts to resolve billing questions
- Probed customers' fluctuating and abnormal monthly usage and provided effective knowledge to satisfy customer inquiries.
- Completed large quantities of orders under heavy call volumes and maintained service levels.
- Awarded five customer hero awards for demonstration of initiative and patience

## **EDUCATION**

### **Bachelor of Arts in Journalism**

University of La Verne

May 2005

### **Masters of Business Administration**

University of La Verne

## **ADDITIONAL INFORMATION**

Insurance License # 0129022

Property & Casualty License

Life, Accident & Health License.