

Andrew McDonald

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Education

University of Utah

Bachelor of Science in Business Administration
Grade Point Average: 3.46

Salt Lake Community College

Associate of Science in Business
Grade Point Average: 3.8
President's Roll 2008

Work Experience

US Health Advisors

Health Advisor

Salt Lake City, UT
September 2020-Present

- Obtained insurance producer licenses in Florida, Arkansas, Ohio, North Carolina, Michigan, Utah, and Texas
- Scored 91% on rigorous state licensing exam in one of the most highly regulated industries
- Demonstrated perseverance and salesmanship required to thrive in arduous sales environment

Golden Customer Care

Outbound Sales Representative

Salt Lake City, UT
May 2018-February 2020

- Regularly achieved top 10 in sales performance
- Consistently sold \$15,000 to \$17,500 in revenue for every 2-week pay period
- Immediately demonstrated a natural gift in salesmanship by never failing to hit daily \$1000 average required for sales bonuses
- Earned \$117,000 in wages and commissions in 2019
- Independently studied and gained extensive knowledge in natural medicine pertaining to products sold and products provided by competitors
- Achieved top 5 in conversion rates

H & R Block

Office Manager-III

Salt Lake City, UT
December 2017-April 2018

- Managed 2 H&R Block Offices, one being the second highest in client volume
- Achieved 20% revenue growth at North Temple office by the end of first peak (18% over target)
- Generated 5.7% growth at the end of first peak at Downtown office (.4% over target)
- Trained the most successful first year tax professional in the Salt Lake City district
- Increased sales of additional products by 64% at the end of first peak
- Earned high customer satisfaction survey results including a 91.3% in wait time and 82.6% overall intent to return
- Worked 70-80 hours per week and took less than 10 days off within a 4-month period
- Learned to sympathize with the challenges faced in management

H & R Block

Tax Professional

Salt Lake City, UT
November 2016-August 2017

- Prepared over 130 tax returns during the 2016 tax season (January-April)
- Generated \$19,602 tax preparation revenue for the 2016 tax season (January-April)
- Achieved 2nd highest revenue for the Redwood office among 10+ year tax pros (January-April)
- Maintaining highest revenue for the Greater Salt Lake District during off season (May-December)
- Successfully up-sold additional bank products on 68.3% of all returns prepared
- Constantly researched unfamiliar tax law and accurately applied newly learned principles