

# ORION CANNON

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## Professional Summary

Punctual sales professional focused on exceeding expectations and building customer loyalty. Flexible schedule and strong mathematical aptitude. Associate who consistently meets and exceeds sales targets. Reliable team player and strong communicator. Dynamic and decisive leader with excellent planning and problem-solving abilities. Ready to pursue new professional challenges and career advancement with a growing company.

## Skills

- Product and service knowledge
- Demonstrations
- Account servicing
- Network development
- Lead prospecting
- Prospect qualification
- Time management
- Sales and marketing
- Records management
- Systems and software programs
- Problem solving strength
- Prospect Qualification
- Lead Generation
- Product and Service Knowledge
- Technical Support
- Computer Training
- Software Development

## Work History

September 2023 - December 2023

### **Fusion Power** - *Solar Appointment Setter*

- Making 500-800 outbound calls per day on an autodialer getting through hangups and non-qualified prospects to find potential clients.
- Setting Appointments for our experts to come in person and provide a solar consultation for homeowners in Arizona and Texas.
- Determining if potential clients own their homes using county assessor sites, and getting them approved through a series of short questions.

March 2023 - August 2023

### **Heartland Retirement Group** - *Licensed Retirement Advisor.*

- Maintaining personal licenses in Health and Life insurance products.
- Analyzing needs of customers to properly determine plan decisions in regards to health insurance and financial investments such as Life Insurance and Annuities.
- High volume calls to set in person appointments to meet with me and go over their insurance information.

- Selling multiple lines of products including but not limited to, Medicare, Cancer plans, dental and vision plans, disability plans, whole and universal life insurance policies and more.
- Extensive fact checking and record keeping skills, maintaining records of all customers I sold to and checking in on them regularly.

June 2022 - December 2022

### **Health IQ, Mesa Az** – *Licensed Medicare Specialist*

- Communicated with people from various cultures and backgrounds on the application process.
- Followed guidelines when reviewing applicant data to determine eligibility for economic assistance.
- Scheduled appointments with applicants to gather information and explain benefits processes.
- Reviewed applications for different aid programs and determined which qualification criteria for individuals..
- Interviewed applicants and explained the scope of different available benefits.

February 2022 - June 2022

### **Erus Energy, Tempe, Az.** – *Appointment Setter*

- Taking and dialing High Volume Calls in both inbound and outbound call center work environments.
- Actively diving into the needs of prospects with their home energy needs to advise them as to how Solar energy may help meet those needs.

June 2021 - January 2022

### **Health Plan One, Mesa Az.** – *Licensed Medicare Specialist*

- Taking and dialing High Volume Calls in both inbound and outbound call center work environment
- Actively diving into needs of seniors with their health plans to advise them as to which plans may help meet those needs
- Fast and very strong computer focused Work From Home Environment with heavy emphasis towards strong customer service.

February 2021 - May 2021

### **Honeywell, Phoenix Az.** – *Warehouse Worker*

- Creating pressed shells by combining filters and mask material
- Shaping, sealing and cutting masks by use of heavy machinery
- Lifting and moving bins/boxes of masks along assembly line to ensure all parts of mask get attached in smooth and simple way
- Packaging and labeling all masks and boxes and getting them ready to be shipped.

June 2019 - December 2019

**Bloom Insurance Agency, Mesa Az. - *Licensed Medicare Sales Agent***

- Taking high volume fast paced calls to sell medicare insurance plans to senior citizens
- Fast and proficient computer skills
- Assessing needs of senior citizens for their health and determining health plan which will meet all their needs and demands
- Filling out all legal paperwork to get prospective clients into their chosen medicare plan

June 2018 - May 2019

**Safelite Solutions, Chandler Az. - *CSR II***

- Receiving inbound calls and providing absolute best possible customer service always
- Filing insurance claims for over 900 different insurance companies across country
- Acting as extra help on floors for anybody who needs live call support in team

November 2017 - January 2018

**Kohl's, Mesa Az. - *Seasonal Truck Associate***

- Unloaded truck and organized products into correct departments
- Worked sales floor customer service in mens and shoes department
- Worked online delivery picking and packing in timely manner
- Helped set up store decorations, pricings, and holiday sales.

November 2016 - July 2017

**Walmart, Mesa Az. - *Deli Clerk***

- Stocked and replenished merchandise according to store merchandising layouts
- Priced merchandise, stocked shelves and took inventory of supplies
- Cleaned and organized store, including checkout desk and displays
- Alerted customers to upcoming sales events and promotions
- Identified potential shoplifters and alerted management
- Completed all point of sale opening and closing procedures, including counting contents of cash register

## Education

January 2016

**Mountain Pointe High School - *GED***