Account Executive Account Executive Sales and Software Development Boulder, CO Work Experience Account Executive Dish Network - Thorton, CO January 2019 to Present Answer calls and questions of current and prospective customers ? Generate sales and upgrades while meeting sales goals. Sales Associate Universal Wireless - Boulder, CO October 2018 to December 2018 Assist customers with their wireless needs ? Explain technology and identify best fits for customers Sales Specialist MetLife - Tempe, AZ June 2016 to July 2018 Completed Sales Academy ? In-depth simulations to learn how to position Dental, Vision, Voluntary Worksite Products, Life, and Disability ? Prepare and conduct enrollment meetings for clients ? Work with Underwriting to develop proper plan designs ? Deliver proposals and assist Producers with our products and their advantages ? Created Excel formula to identify renewals with increased premium adding $5 million towards regional sales goal Software Developer Shelter Insurance - Columbia, MO June 2015 to December 2015 Android development and debugging Customer website development Software Developer University of Missouri - Columbia, MO February 2014 to February 2015 Develop and manage software to use in operating and analyzing eye tracker technology Project lead on iOS Radiology Application for medical students and residents Converting old languages to PHP Creating documentation and diagrams for current and updated code Implementing CSS to update pages Education Bachelor of Art in Computer Science in Computer Science University of Missouri - Columbia, MO December 2015 Skills Customer Service, Account Management, Software Development, Sales, Excel, Photoshop, Presentation Skills

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