

ACCOUNT EXECUTIVE, AGENT ACCOUNT EXECUTIVE, AGENT ACCOUNT EXECUTIVE,
AGENT - COLONIAL LIFE & ACCIDENT INSURANCE COMPANY Renton, WA Work Experience
ACCOUNT EXECUTIVE, AGENT COLONIAL LIFE & ACCIDENT INSURANCE COMPANY May
2019 to Present Develop and manage sales pipeline from prospecting to close, facilitate benefit
enrollments, and recruit agents. SYSTEMS ADMINISTRATOR, FOREMAN, RECEIVING LEAD,
SHIPPING CONSOLIDATED ELECTRICAL DISTRIBUTORS, STUSSER ELECTRIC COMPANY -
Seattle, WA February 2018 to May 2019 FEBRUARY 2018 TO MAY 2019 Drove traffic, maintained
pricing matrices, coordinated delivering hundreds of daily shipments to couriers or customer sites
within strict timeframes, communicated with sales team to mitigate obstacles and ensure customer
satisfaction, educated and wrote systems for department leads to onboard new hires, reduced
inventory discrepancies by 39% from 2018 to 2019, levied disciplinary action, and developed
recruiting strategies. SHIPPING CLERK THE UPS STORE - Kirkland, WA December 2017 to
February 2018 Ensured hundreds of parcels were sorted and accounted correctly while focusing on
exemplary customer service. SALESPERSON AMERICAN MARY, LLC - Seattle, WA July 2017 to
December 2017 Dispensed products based on diverse needs in a rapid and friendly sales
environment. PRR, INC - Seattle, WA January 2017 to June 2017 RESEARCH INTERN EARL'S
KITCHEN + BAR - Bellevue, WA June 2016 to December 2016 SENIOR EXPEDITOR, LEAD LINE
COOK January 2015 to May 2016 Prepared gourmet cuisine in a bustling metropolitan restaurant,
managed communication between front and back. Education BA IN BUSINESS ADMINISTRATION
in MARKETING WESTERN WASHNIGTON UNIVERSITY September 2011 to December 2014
Skills Sales, Account Management, Cold Calling, Data Entry, Salesforce

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