**Juli Lloyd**

503-384-8152 • [julilloyd79@gmail.com](mailto:julilloyd79@gmail.com)

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| --- |
| Detail Oriented • Driven • Customer Needs Assessment and Fulfillment • Business Development |
| Organized • Time Sensitive • Efficient • Excellent Social and Phone Skills |
|  |

**PROFESSIONAL EXPERIENCE**

**Imagine Research Co. • Salt Lake City, UT/ Portland, OR. • 04/11-01/2013**

Product Developers – Manufacturers of unique products, currently focusing in the area of scrap copper wire recycling.

**Business Manager:**

Covering a broad spectrum of business needs, this position entails marketing, sales, and business development as well as legal compliance, employee management, accounting, internal business organization, payroll, customer care, and workforce organization.

Doubled sales within 6 months, tripled sales within 8 months

Increased profit by redirecting sales to a higher profit medium

Restructured products for customers leading to larger individual sales

Restructured company for greater legal compliance, financial management and records, and taxes.

Managed orders and materials, coordinated employees, coordinated supplies with production, interviewed and hired employees. Also provided coordination of travel and daily needs for management including document drafting, research, and miscellaneous personal needs.

**Nationwide Insurance • Portland, OR• 03/01/08-01/01/10**

Property and Casualty Insurance

**Property and Casualty Sales Agent:**

Insurance Sales – Provided potential customers with price quotes for their homes, autos and recreational vehicles.

Top Sales Agent November 2009

Consistently held a top position in cross-selling multiple products

Tested and evaluated new sales programs

**Noe Lumbreras •Portland, OR• 08/06-03/08**

Mortgage Application Processing and Life Insurance Sales

**Office Assistant:**

Job duties included assisting with interviews and processing applications for mortgages as well as life insurance policies.

Quickly and efficiently entered data

Assisted in interview process for new applicants

Contributed to applicants’ understanding of the application process

Provided assistance for miscellaneous needs such as calculating finances, filling out forms and coordinating clients.

**EDUCATION**

BS, Social Science, Portland State University, Portland, OR- 2011

**ADDITIONAL QUALIFICATIONS**

Proficient in: Word, Excel, PowerPoint, Quick Books, Lotus Notes, experienced with DOS systems