



# Ashton Little

ASPIRING JUNIOR WEB DEVELOPER WITH A DRIVE TO LEARN AND GROW

## SUMMARY

Dynamic, self motivated individual with excellent communication and problem solving skills looking to transition career into a Web Developer. My enthusiasm for technology and learning new programming languages would ensure that I become a valuable asset within the company. With experience in leadership and sales, I can bridge business requirements with technical solutions while effectively managing client expectations. Seeking an opportunity to grow my knowledge of web development technologies while making meaningful contributions to the organization.

Currently, enrolled in Harvard CS50x to gain better understanding of Computer Science concepts and App Academy to deepen knowledge on Frontend Development.

## PERSONAL DETAILS

### Location

Granville, Ohio

### CONTACT

ashtonlittle8504@gmail.com

614-493-8501

vocal-bonbon-1147aa.netlify.app/#about

ashton-little-a6b362132

ashton8504

## WORK EXPERIENCE

### ● Network Territory Manager

#### STATE AUTO INSURANCE

2019 - 2022

Managed 9 Networks and ensured that assigned agencies met production, quote, and profit objectives for territory:

- Participated in industry events to network and create new business opportunities
- Managed agency retention and identified upselling opportunities
- Developed and implemented strategies to increase sales and profitability within territory
- Trained and mentored new agencies on sales techniques and product knowledge
- Worked directly with the agency principles to establish production standards and accountability
- Worked with Agency owners to accomplish profitable growth in Personal/Commercial Lines
- Provided automation and product support and training for agencies
- Monitored competitor activities to stay ahead of the competition

### ● Ashton Little State Farm Agency

#### STATE FARM INSURANCE

2017-2019

- Established a successful State Farm Insurance agency from the ground up
- Developed a loyal customer base by providing quality service and support
- Conducted seminars and presentations to educate local citizens on the importance of insurance
- Developed and maintained relationships with corporate partners
- Trained and mentored new employees
- Assisted customers in making informed decisions about their insurance needs
- Developed and implemented customer loyalty programs

### ● Sales Team Leader

#### KIM ROE STATE FARM AGENCY

2014- 2016

- Managed and monitored day to day sales operations of the team
- Developed and implemented strategies to increase productivity and sales
- Established and maintained relationships with customers to increase sales
- Assisted team members in achieving their sales goals
- Developed training materials and conducted trainings for the sales team
- Provided leadership and guidance to team members
- Developed sales plans and strategies to achieve operational objectives

## EDUCATION

### ● Computer Science

#### HARVARD CS50X - ONLINE

2022 - Present

### ● Frontend Development Course

#### APP ACADEMY - ONLINE

2022 - Present

### ● Frontend Web Development Course

#### CAREER FOUNDRY - BERLIN GERMANY

2021 - 2022

### ● Bachelor of Arts - Magna Cum Laude

#### CAPITAL UNIVERSITY - COLUMBUS, OHIO

2008-2011

## HOBBIES

Web Development

Cycling

Nintendo

Guitar

Vinyl

Software Engineering

Fitness and exercise

Leadership Development