**ADRIEANNA COCO**

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| WORK EXPERIENCEYelp, Inc 2019 - PRESENTAccount Executive - *Chicago, IL*  * + Strengthened customer relationships with proactive and collaborative approach to managing needs.   + Increased profitability and pipeline development by leveraging diverse marketing and sales strategies.   + Identified new business opportunities through cold calling, networking, marketing and prospective database leads.   + Secured high-value accounts through consultative selling, effective custom solutions and promoting compelling business opportunities.   + Reached average of 187% over sales quota each month ($20K+)   + Consistently ranked within Top 10 Account Executives within the Chicago office.  Indiana State Prison 2017 - 2019Correctional Officer, Acting Sergeant *- Michigan City, IN*  * + Supervise and direct offender movement during various activities on and off grounds.   + Verified facility security by inspecting plumbing, outside area, locks and cells for potential hazards and contraband.   + Made rounds at specified intervals and connected head counts and roll calls.   + Maintained custody and control of 390 offenders housed in Maximum Security.   + Monitored alarms and security cameras and responded to issues.   + Provided armed internal security to safeguard the public.   + Tracked offenders through head counts, daily logs, and scheduled line movements.  Symmetry Financial Group 2016 - 2019Insurance Broker - *Michigan City, IN*  * + Sought new clients and developed client relationships through networking, direct referrals, lead databases and cold calling.   + Met with prospective clients and business owners in homes, businesses and other settings.   + Strategize with clients to create customized insurance policy packages while informing clients of investment opportunities to protect assets.   + Extremely knowledgeable of company insurance products and services to advise clients on appropriate choices.   + Recommended type and amount of converge based on analysis of client circumstances using persuasive sales techniques.   + Retained 95% of policyholders during annual renewal period.  KCC Talent Management & Consulting 2014 - 2016Executive Director - *Chicago, IL* ➢ Develop and implement strategies aiming to promote the organization’s mission and  “voice”.  ➢ Create complete business plans for the attainment of goals and objectives set by the  CEO.  ➢ Build an effective team of ambassadors by hiring and providing coaching to  subordinate managers.  ➢ Direct and oversee investments, fundraisers, and events.  ➢ Forge and maintain relations of trust with contributors, partners and C-level  executives.  ➢ Act as the public speaker and public relations representative of the company.  ➢ Review reports by subordinate managers to acquire understanding of the  organization’s financial and non-financial position.  ➢ Devise remedial actions for any identified issues and conduct crisis management  when necessary. | CONTACT  * **(872) 333-7374** * **vtlgtnsx@gmail.com**  EDUCATION **Ivy Tech Community College**  **Associate of Applied Science in Cybersecurity/Information Assurance**   * Technical Certificate in Advanced Digital Forensics, Network Security, and Information Assurance * Dean’s List: 2018-2020   **Western Governors University**  **Bachelor of Science in Cybersecurity**   * Sept 2020 - Jan 2021  CERTIFICATIONS *CompTIA A+*  *CompTIA Security+*  *Life, Accident, and Health*  *Anti-Money Laundering* ACHIEVEMENTS #1 Account Executive in US, July 2019  #4 Account Executive in Organization  Closed over $1M in sales TECHNICAL APTITUDE  * + Office365 Administration   + Network Configuration   + Network Security   + VMWare, VirtualBox, Hyper-V   + RAPTOR   + Active Directory   + Windows Server   + Linux, Microsoft OS, iOS support   + Microsoft Azure   + SalesForce   + Jira   + HTML, CSS, R   + System/Network Administration   + Cloud Computing   + DHCP, TCP/IP   + SQL, NoSQL   + NMap, Wireshark, WinHex   + Autopsy, FTK Imager   + Autodesk |