



LYNDSEY SHERROW

SENIOR ACCOUNT MANAGER

PERSONAL PROFILE

Senior account manager with 5 years of experience managing client accounts. Strong customer service, sales and retention experience. Ability to effectively manage and prioritize multiple projects and assignments while meeting deadlines.

SKILLS & ABILITIES

- Salesforce
- Microsoft Suite
- Client Management
- Excellent communication skills, both verbal and written
- Strong negotiation and problem solving skills
- The ability to generate new ideas
- Creative, confident, detail oriented

CONTACT INFORMATION

Cell: (816) 213-5330
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EMPLOYMENT HISTORY

Senior Account Manager

Spring Venture Group (July 2016 - Present)

- Top 5 revenue producer, consistently exceeding monthly sales quotas
- Build and maintain a book of business through effective inbound and outbound calls and consistent follow-up
- Assess and identify needs of Medicare recipients by providing solutions to their medical, dental, vision and pharmaceutical needs
- Responsible for maintaining strong carrier and customer relationships
- Advise clients on risk management and assist them to develop new ways to minimize risks
- Update policy changes on customer accounts and inform clients about policy changes according to CMS guidelines
- Consult with clients every year to issue renewals or any updates needed to current policies
- Manage multiple CRM's and research tools simultaneously through effective organization and multitasking
- Created and executed trainings for new CRM system for sales team
- Provide ongoing training and coaching for sales team as it relates to the sales process and relationship building, all while managing accounts and sales quota
- Participate in continuing education programs in both insurance and sales

Internship: Corrections Officer

Johnson County Department of Corrections (May 2015 - August 2015)

- Monitored inmates' daily activities, watching closely for unusual behavior, improper conduct, or signs of possible conflict
- Held residents accountable for their behavior with the goal of helping them develop their pro-social skills
- Acted as a positive role model for the residents

Data Entry

P1 Group (May 2014 - August 2014)

- Maintained log of Service Technicians work orders
- Generated work order and material purchase orders
- Input client information into Service Management database and Excel spreadsheets

EDUCATIONAL HISTORY

Health & Life Insurance License

2016 - Present

Pittsburg State University

Bachelor of Science, 2016

- Major in Criminal Justice
- Minor in Sociology
- Member of The National Society of Leadership and Success
- Member of Sigma Sigma Sigma Sorority



LYNDSEY SHERROW

SENIOR ACCOUNT
MANAGER

"You don't have to see the whole staircase. Just take the first step."

- Martin Luther King Jr



Goal-oriented



Hard Working



Client Relations

WHY LYNDSEY SHERROW?

- Goal-oriented and driven to exceed all expectations
- Enjoy building strong, lasting relationships with people; both professionally and personally
- Passionate about winning and helping others succeed
- Reliable, ethical and extremely hard-working
- Never shy away from a challenge, eager to learn
- Continually seeking ways to enhance professional and personal development in order to be the best

INTERESTS AND HOBBIES

Enjoy spending time with family and friends at Pomme de Terre Lake, hiking and being outdoors, watching basketball and football and volunteering (Growing Futures, Giving the Basics, JDRF, and Earth Day clean-up with Sporting KC).

REFERENCES

Kristine Hansen

Advisor/Mentor

Avtex Solutions

3500 American Blvd W, Suite 300 Minneapolis, MN 55431
(913) 669 - 8887

Kendal Stark

Manager, Organizational Development & Experience

Spring Venture Group

120 W 12th Street Suite 1700, Kansas City, MO 64105
(816) 805 - 9673

Melissa Jones

Owner

Aristocrat Process Serving

115 E Park Street Suite D, Olathe, KS 66061
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