

## **Michael Kidushim**

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### **Objective**

I am a highly motivated twenty-five year old college student. I am now enrolled in a web development bootcamp that ends June 27, 2015.

### **Skills**

- Excellent communication, organizational and problem-solving skills
- Diligent, punctual and motivated
- Able to work well with others
- Client relations management and long-term care expert
- Experience in retirement planning, cold calling, and negotiating
- Trustworthy with all types of information (financial or otherwise)
- Completed most of the Javascript and HTML/CSS course's on [CodeAcademy.com](http://CodeAcademy.com)
- Completed How to Make a Website track on Teamtreehouse.com

### **Education**

- Orange Coast College** (GPA: 3.15) 2010-2011/February 2014-Present
  - Attended for 3 semesters during 2010-2011 and took required general education courses
  - Returning, I have completed general education courses as well as robotics, physics, and trigonometry
- Sonoma State University-Computer Science** (GPA:2.5) August 2008 - January 2010
  - Played on Sonoma State University Lacrosse Team
  - Medically withdrew from school after sustaining head injuries acquired during lacrosse

### **Work Experience**

- Producer: Mass Mutual Life Insurance Company** January 2011 - February 2013
  - Interviewed prospective clients to learn about their financial needs and to discuss any existing coverage.
  - Called 200 warm leads each week to expand client base.
  - Promoted agency products to customers in person, on the telephone and in writing
  - Compiled coverage and rating information in an accessible format.
  - Prepared necessary paperwork to process insurance sales and renewals.
  - Submitted up-to-date activity and production logs to agency management for review.
  - Pursued continuing education and training programs to continue professional development.
  - Presented and clearly explained insurance policy options to clients based on their needs and goals.
- Broker: OneAmerica Life Insurance** March 2013 - January 2014
  - Presented account proposals in a professional and timely manner.
  - Developed life and commercial insurance leads to meet monthly sales targets
  - Researched coverage; supplied clients with the best coverage for cost available.
  - Created Excel Spreadsheets to illustrate options more clearly to clients