**PHILLIPIE R. MOTLEY**

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**EDUCATION**

University of Pittsburgh, Pittsburgh, PA

*Bachelor of Science in Business Administration,* June 2018

Major: Finance

**EXPERIENCE SUMMARY**

**Colonial Life** Renton, WA

*Account Executive* October 2020 – Present

* Cultivated meaningful client relationships in order to initiate and maintain long – term profitable partnerships with business owners and administrators
* Performed multifaceted needs analyses to acquire necessary company information conducive to making accurate and appropriate health insurance and employee benefit recommendations
* Delivered extensive product knowledge relating to distinct features of various policy options in accordance with client preferences and needs
* Designed diverse and competitive sales solutions to escalate client interest and adherence with a multitude of product options

**Northwestern Mutual** Pittsburgh, PA

*Financial Representative* May 2017 – November 2019

* Implemented client–centered marketing strategies to connect with potential clients and schedule meetings to review available financial products and resources
* Utilized numerous software programs to design illustrations in order to enhance clients’ understanding of available financial products
* Maintained robust client base through a consistent re-evaluation of financial needs and goals specifically related to risk management, wealth accumulation, and wealth distribution

**LEADERSHIP EXPERIENCE**

**Pittsburgh Panthers Varsity Football**

*Student-Athlete*  August 2014 – May 2019

* Committed approximately 45 hours per week to practice, training, team meetings, film study, and competitions while simultaneously maintaining a full course load
* Conducted facility and campus tours for prospective student–athletes
* Nominated as a team representative on the Student-Athlete Advisory Committee

**Student-Athlete Advisory Committee (SAAC)**

*Rules Committee Ambassador*  August 2017 – January 2019

* Collaborated with various committee members in accordance with ACC guidelines in order to discuss, analyze, and vote on the new legislature for the NCAA rules and regulations
* Represented the football team as the student liaison between athletes, the university athletic department, NCAA, ACC, and the school administration
* Appointed to the Professional Development Board

**Boys and Girls Club Orange Arrow**

*Team Leader* August 2014, 2015

* Facilitated team-building exercises in a small group setting focusing on leadership, collaboration, accountability, and effective professional and personal communication
* Mentored several young adolescents through a variety of essential life skills (i.e. academics, professional relationships, work–related skills)

**PROFESSIONAL ACHIEVEMENTS**

* Top 100 Intern, Northwestern Mutual, 2017
* Designed Intern Training and Orientation Curriculum, Northwestern Mutual, 2017

**RELEVANT CERTIFICATIONS AND SKILLS**

* Proficient in Microsoft Office Suite, SQL, MS Access, Microsoft Dynamics 365 CRM, Microsoft Power BI
* Udemy Financial Analyst and Business Analyst Certified