

BRENT MICHAEL JOHNSON

SUMMARY

Sales professional with 10 years of experience working for Fortune 500 companies with leadership and team building skills, looking to expand human resources and marketing skills into a new and creative industry.

PROFESSIONAL EXPERIENCE

SENIOR LOGISTICS SALES, SCHNEIDER TRANSPORTATION

2019-Present

Green Bay, WI

- Sole ownership of the book of business
- Marketing Schneider services to multi-million dollar companies
- Working closely with customers to create logistics solutions
- Staying up to date with current practices and market movement
- Placing 60-100 phone calls per day
- Finding creative ways to connect with the logistics managers

HEALTH ADVOCATE, UNITED HEALTHCARE

2017-Present

Green Bay, WI

- Self paced and able to keep with productivity
- Ability to apply appropriate federal and state regulations
- Extensive knowledge in healthcare products and regulations
- Claims processing and reprocessing
- Taking between 70-100 phone calls per day
- Experience with banking with Optum Health Savings Accounts

FRONT END LEAD, BEST BUY STORES INC

2014 to 2018

Green Bay,

WI

- Sold high end electronics to consumers
- Exhibited a high level of customer experience
- Displayed excellent listening and communication skills
- Worked with customers to overcome objections
- Store leader in goal setting and helping coworkers excel
- Highly flexible and able to help in any department
- Role play with fellow employees to teach new skills

REFERENCES

Brian Krieg - Accurate Claims Insurance Adjuster

- 2981 Bluemoon Dr Green Bay, WI 54311 - 920-634-5671

Mathew Lynaugh - Best Buy Store Supervisor

- 1284 Pershing Rd De Pere, WI 54115 - 906-241-7578

Kassandra Brauer - Advocate4Me Representative

- 227 E River Dr Apt 6 De Pere, WI 54115 - 262-343-5263