Tyler Williams

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Hard-working employee looking to challenge my skills and further my growth in any industry With a proven track of surpassing quotas and setting new records.

Authorized to work in the US for any employer

Work Experience

Licensed Insurance Agent
ALLSTATE - Remote
August 2020 to December 2022

• Sold auto, home, life and other various insurance products to individuals and affinity groups within assigned territories
• Consultative selling techniques. Recommended type and amount of coverage based on analysis of customers circumstances
• Persuasive sales techniques required
• Finalized sales and collected necessary deposits.

Technical Support/Rentention Specialist
Spectrum - Remote
August 2019 to August 2020

• Had to efficiently Problem solve in order to retain customer.
• Effectively trouble-shoot technical problems•
• Identify and analyzing a problems
• Had to take effective actions.
• Needed to have an Understanding of the current effect to obtain the end result.
• Transferring knowledge from one situation to another.
• Abstract thinking required to resolve situations
• Retained a Strong working knowledge of communications products, services.

Manager/Training Manager
OPCITY/REALTOR.COM
June 2017 to August 2019

• Cultivated self-awareness
• Established regular check ins
• Completed Management Training
• Lead multiple teams
• Surpassed quotas time and time again
• Empowered Others
• leadership, coaching, mentoring, and leading a team

Sales Representative

Yodle, Inc
January 2015 to June 2017

• Generated sales by cold calling
• Completed sales cycle process from prospecting through contract negotiations and close
• Stayed current on industry trends and changes and participated in professional development opportunities to strengthen product and service knowledge
• Managed order process for new and existing customers
• Ensured effective customer communication to maintain customer satisfaction.
• Informed clients by explaining procedures; answering questions; providing information.
• Improved quality and results by adhering to standards and guidelines.

Service Shop Manager

Groovy Automotive - Austin, TX
January 2014 to December 2014

• Developed estimates by costing materials, supplies, and labor,
• Prepared repair orders (RO) by describing symptoms, problems, and causes discovered, as well as repairs and services required; obtaining approval signatures; entering RO into service database system
• Maintained operational efficiency at my location and increased revenue month in month out
• Leadership skill requirements

Sales Associate

Sears Brands LLC - Austin, TX
June 2011 to August 2014

• Selling and servicing customers within one or more departments including Electronics.
• Maintained knowledge of products and using this knowledge to assist and educate customers on options available.
• Provided all types of customer assistance.
• Delivered a positive customer

Education

Bachelors in Cybersecurity

Full Sail University
August 2022 to Present

Skills

• CRM Software
  Salesforce
  Complex problem-solving
  Data Entry
  Strong Communication
  Technical support
  Time Management
  Records Maintenance
  Attention to detail
  Multitasking and
  Prioritization
  Auto Estimating
  Search Engine

       Optimization
       Analytical
       Attentive
       Committed
       Innovative
       Transformative
       Proficient
       Dexterous
       Capable
       Customer Relationship
       Management
       Persuasion
       Influential
       Reliable
       Dependable
       Adaptable
       Objection Handling

- Direct sales

- Cold calling

- B2B sales

- Sales management

- Project management

- Business development

- Account management

- Marketing

- Sales support

- Product demos

- Management

- Insurance sales

- Strategic planning

- Merchandising

- Research

- Presentation skills

- Pricing

- Leadership (3 years)

- Project leadership (3 years)

- Technical support (3 years)

- Cybersecurity (2 years)

- Technical sales (2 years)

- Enterprise sales (3 years)

- Inside sales (10+ years)

- IT support (2 years)

Certifications and Licenses

Insurance Producer License

Property & Casualty License