

Daniel R. Smith

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OBJECTIVE:

Obtain a position in the manufacturing sector with a strong and growing organization that will benefit from my diverse skill set, energy, enthusiasm and passion.

ATTRIBUTES:

- Outgoing and engaging with ability to easily ignite conversation with customers and colleagues
- Known for engaging leadership qualities by teaching co-workers and demonstrating ethical values
- Passionate attention to detail and can naturally convey enthusiasm by expanding on positive components
- Self disciplined with a strong work ethic and considerable excitement for accomplishing tasks and goals

WORK HISTORY:

April 2014 – Present: State Farm-Matt Holm, Geneva, Illinois 60134

November 2013 – February 2014: State Farm-Richard Sinclair, Salem, Illinois 62801

Account Representative

Assist existing customers with policy changes and payments. Generate sales with high volume of cold calls and generating competitive quotes. Use sales skills to overcome price objections and build rapport. Worked in multiple screens and tabs to create quotes while on the phone with customer.

September 2011 – April 2013: Farmers Insurance Group, Lake in the Hills, Illinois 60156

Insurance and Financial Services Agent

Attained Series 6 & 63 license with Property, Casualty, Life and Health. Focused on community and telemarketing strategies to grow and open own office. Using entrepreneurial skills to manage capital, resources, grow sales and expand. Maintained great relationships with clients by using emotional intelligence. Comfortable navigating cumbersome client management software.

February 2010 – June 2011: Associated Fastening Products, Elk Grove Village, Illinois 60007

Account Executive

Large volume of cold calls to prospect and gain new business. Examine blueprints of various fasteners and manufactured components to estimate feasibility and target pricing. Engage customers to learn their needs by understanding the goal then using imagination, rapport and negotiation skills to close over \$500K at 40-120% profit margin.

2006 – 2009: Harig Products Inc., Elgin, Illinois 60123

Sales Engineer

Responsible for seven figure sales of machine tools in a twenty-two state area through business to business and distribution channels. High volume of cold calls, good will contact and problem resolution. Served as a bridge between management, engineering, manufacturing and customers.

2004 – 2006: Harig Products Inc., Elgin, Illinois 60123

Sales Technician

Started in an entry-level position assembling, repairing, and installing surface grinders. Quickly learned technical and mechanical aspects of products including software, programming and physical components.

EDUCATION:

Elgin Community College, Illinois

1996-2007: AAS Degree – Management

Dundee Crown High School, Illinois

1992-1996: High School Diploma