

# KAMAL P. JOHNSON

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## EDUCATION

### High School Diploma

East Lansing High School,  
East Lansing, MI, June 2018  
President, Future Business  
Leaders of America

## KEY SKILLS

- Strong interpersonal skills
- Analytical skills
- Team player
- Passionate about customer service

## CERTIFICATIONS

- Michigan Life Insurance License, 2019 (#4816994)

Ambitious, coachable Insurance Sales Representative with over a year of experience in a high-volume sales environment. Proven ability to learn quickly and adapt to new technology systems. Driven to create superior customer experiences and strive for goals as an individual or part of a team.

## PROFESSIONAL EXPERIENCE

### Entry-Level Remote Insurance Sales Representative

Banking Life, Saginaw, MI | July 2019 – Present

- Handling inbound calls and warm transfers from other agents
- Prospecting for new business by cold-calling, lead databases and networking
- Setting appointments to pinpoint prospective client's needs, financial goals and resources
- Developing a coordinated protection plan for immediate coverage and long-term strategy
- Cross-selling and upselling additional company products to existing clients

### Wireless Retail Sales Associate

Flint Cellular Services, Flint, MI | June 2018 – June 2019

- Greeted customers and provided personalized service
- Handled customer contracts, payments and warranties
- Maintained and shared up-to-date knowledge of products, accessories, service features and pricing plans
- Met and exceeded team sales performance goals by upselling, personal and professional referrals and outbound marketing