

**Kelli Weakly**

2020 Rebel Ridge Road  
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**Qualifications:**

Experienced professional with substantial work experience in results driven sales environments. Proven ability to increase sales by utilizing all techniques obtained by experience and education to stimulate increased sales and revenue. Demonstrates the ability to achieve results, outperform the competition, and win client and customer satisfaction through continuous upgrading utilizing continuing education and best practices.

- Social Networking
- Microsoft Office Systems
- Scheduling
- Business to Business Contract Negotiations
- Process Improvements
- Customer Service and Retention
- Quality Focus

**License**

<p><b>2018-2020</b> <b>2018-2020</b></p>	<p><b>Kentucky Life and Health License</b> <b>Kentucky Property Causality License</b></p>
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**Education:**

**Masters of Science in Business Administration** Sullivan University, Louisville KY  
**Bachelor of Science in Business Administration w/concentration in Management,**  
 Sullivan University, Louisville KY  
**Bachelor of Science in Business Administration w/concentration in Marketing,** Sullivan  
 University, Louisville KY  
**Associate of Science Degree with an option in Marketing and Sales Management,**  
 Sullivan University, Louisville KY

**Professional Experience:**

<b>2014-present</b>	<b>Dolbow Insurance Independent Agent</b>	<b>Lagrange KY</b>
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I am a key part of a two person agency that has built the business from scratch in Kentucky. I utilize my past experiences and education combined with vast communication and networking skills. This has taken the agency from zero to 3.1 million in sales in 36 months. My strong sales skills are the ground roots that have grown the agency on both P&C and Commercial sides as the products became available from our carriers. I have strong civic pride and community involvement that keeps me involved and aware of my fellow citizen’s views. This gives me insight as to where I may help them in achieving the protection of their assets and what is important and vital to them. These traits have helped me build lasting relationships and validation in my chosen field.

**2011-2014**

**Self Employed Insurance Agent      Louisville KY**

I worked as an independent Producer in life, health, property and casualty insurance sales. I succeeded in building fantastic business relationships for work sight supplemental insurance needs for employees. I have established exceptional relationships, establishing life long building foundations for family and individual life and burial insurance needs. I spend time with the client to assess their needs and budgets. I fit the program or policy to the business and individual that they can and will financially sustain, creating a lasting book of business. I utilize many selling techniques that build and gain client confidence in myself and my carriers that I represent.

**2011**

**Coyle Chevrolet                                      Clarksville IN**  
**Service Advisor**

Assisted clients in making needed automotive repair decisions (sales) in all avenues and all steps of the repair process. I assisted from their initial arrival in facility to the negotiating of costs for repairs, to the finalization and paying of procedures performed. I assisted and helped in bringing up productivity to exceed company expectations.

**2010**

**State Farm Insurance                              Louisville KY**  
**Service Coordinator**

Worked in an insurance environment in all aspects of helping clients with policies and questions. Applied payments and resolved any issues that may have risen with claims or coverage. I performed daily quotes of auto, home and life sales to prospective clients.

**2008-2010**

**Cardinal Dodge                                      Louisville KY**  
**Assistant Service Manager**

Initiated automotive services and repairs by ascertaining performance problems and services requested. Verified and negotiated warranty and service contract overages clients may possess. Developed estimates, obtained approval and delegated the proper repairs to technicians all while maintaining a positive rapport with clients and current maintenance records.

**2006-2008**

**Certified Service                                      Crestwood KY**  
**Service Manager**

Maintained customer rapport by focused on productive and high-yield activities which resulted in producing high sales and production. Accomplished and maintained a customer focused and efficient service department. Implemented logical and methodical approaches to achieve tasks and objectives set forth by the owner. I kept in constant contact with technicians for updates and status of repairs.

**2003-2006**

**Green Tree Toyota                                      Clarksville IN**  
**Assistant Service Manager**

Accomplished and maintained a customer-focused and efficient service department in the selling of auto services. I ensured that proper service sales techniques are being used by all service personnel in customer relations.

**2000 -2003**

**Oxmoor Toyota                                      Louisville KY**  
**Assistant Service Manager**

Accomplished and maintained a customer-focused and efficient service department in the selling of auto services. I ensured that proper service sales techniques are being used by all service personnel in customer relations.