

BS

Brody Swanson

Professional Summary

Highly-motivated employee with desire to take on new challenges. Strong worth ethic, adaptability and exceptional interpersonal skills. Adept at working effectively unsupervised and quickly mastering new skills. Committed job seeker with a history of meeting company needs with consistent and organized practices. Skilled in working under pressure and adapting to new situations and challenges to best enhance the organizational brand. Organized and motivated employee eager to apply time management and organizational skills in various environments. Seeking entry-level opportunities to expand skills while facilitating company growth. Responsible and motivated student ready to apply education in the workplace. Offers excellent technical abilities with software and applications, ability to handle challenging work, and excellent time management skills. Outgoing student pursuing flexible part-time employment with weekend and evening shift options.

Work History

WFG, World Financial Group - Insurance Agent

04/2024 - 08/2024

- Studied and attended classes through WFG and XCEL solutions to pass the state exam within the first 6 weeks of joining the group.
- Built strong relationships with clients through consistent communication and excellent customer service.
- Educated clients on the importance of adequate insurance coverage, fostering trust and loyalty.
- Worked closely with other team members to optimize sales strategies and achieve regional goals.
- Participated in ongoing professional development activities, staying current with industry trends and regulatory changes affecting insurance products and services.
- Determined client needs and financial situations by listening and scheduling fact-finding appointments.
- Collaborated with underwriters to assess risk and determine appropriate coverage options for clients.
- Researched and identified potential new markets.
- Maintained high standards of customer service by building relationships with clients.

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📍 Marlborough, Connecticut 06447

🔗 [Bold Profile](#)

Websites, Portfolios, Profiles

- <https://kozykoala.co/>
- <https://www.facebook.com/profile.php?id=61567155384920>

Skills

- Risk Mitigation
- Goal Setting
- Strategic Thinking
- Personnel Management
- Cost Control
- Data Analysis
- Schedule Management
- Performance Improvement
- Program Optimization
- Interpersonal Skills
- Training Management
- Decision-Making
- P&L Administration
- Organizational Skills

- Designed presentations and marketing materials to promote insurance products.
- Conducted research and identified market trends to develop better strategies for sales.

TopStep Trader - Entrepreneur

Remote, Remote

08/2023 - 08/2024

- Analyzed industry trends to identify potential opportunities for growth.
- Established pricing structures for products and services.
- Implemented systems to track performance metrics across departments.
- Assessed risk factors associated with new investments and initiatives.
- Researched emerging technologies that could enhance existing products.
- Coordinated efforts between various departments to ensure alignment.
- Created and implemented marketing and advertising strategies to support revenue goals and promote strategic growth.
- Set pricing structures according to market analytics and emerging trends.
- Set direction to establish desired image for business.
- Developed strategies for building income, distribution models and customer acquisition plans.
- Prepared weekly schedules to verify proper floor coverage within fiscal guidelines.
- Implemented successful business strategies to increase revenue and target new markets.
- Improved productivity initiatives, managing budgets and accounts, coordinating itinerary and scheduling appointments.

Abbott - Construction Worker

South Windsor, CT

04/2021 - 01/2024

- Assisted in the demolition and removal of existing structures;
- Installed drywall, flooring, and other building materials;
- Read blueprints or technical diagrams to determine the specific materials required for each job;
- Framed interior walls using lumber and other construction materials;
- Installed kitchen cabinets, countertops, bathroom fixtures, appliances and trimming;
- Assembled scaffolding to provide safe access to elevated work areas;
- Laid bricks or blocks for walkways, walls or other structures;
- Performed rough carpentry tasks such as cutting rafters or studs for framing houses and buildings;
- Constructed staircases from cut stringers and risers with handrails attached securely in place.
- Cut openings for electrical outlets in walls using power saws.
- Hung insulation material in attics or between wall studs.
- Erected metal stud frames for interior partitions.

- Active Listening
- Desktops, Laptops, and Mobile Devices
- Task Prioritization
- Time management abilities
- Adaptability and Flexibility
- Systems implementation
- Problem-Solving
- Profit and loss accountability
- Marketing Strategies
- Excellent Communication
- Team building
- Attention to Detail
- Strategic Planning
- Problem-solving abilities
- Price Structuring
- Revenue Growth
- Database Maintenance
- Budgeting and cost control
- Team Collaboration

Education

Rham High School

Hebron, CT

High School Diploma

04/2021

Timbersong Academy

Bat Cave, NC

High School Diploma

- Repaired damaged plasterboard walls prior to painting.
- Used hand tools and power tools to reinforce builds.
- Followed build procedures and work instructions to construct varied-size structures.
- Adhered to safety requirements by operating equipment and appropriately handling material.
- Constructed quality structures to meet prescribed time schedules and budgets.
- Maintained inventory by providing accurate count of products.
- Drove various lifting devices to move products, equipment of materials around warehouse or yard.
- Transported materials to or from designated areas using hand truck, electric dolly or forklift.
- Read plans, instructions or specifications to determine work activities.
- Gained independent working skills and guided and mentored less experienced team members.
- Cleaned or prepared construction sites to eliminate hazards.
- Controlled traffic passing near, in or around work zones.
- Assisted with diverse construction challenges to help team and customer.
- Worked productively as lead or helping team member to drive customer satisfaction.

Shopify - Business Owner

Worldwide

08/2024 - Current

- Established strong customer relationships through excellent attentive service.
- Boosted revenue by identifying new business opportunities and diversifying product offerings.
- Implemented efficient systems for inventory management, order processing, and shipping logistics.
- Strengthened company reputation by consistently meeting or exceeding customer expectations in terms of quality products/services offered.
- Consulted with customers to assess needs and propose optimal solutions.
- Managed financial operations to ensure fiscal responsibility, including budgeting, forecasting, and financial reporting.
- Conducted market research to inform product development decisions and identify potential growth areas.
- Expanded into new markets, conducting thorough analysis to ensure compatibility and potential for growth.
- Launched series of successful new products, conducting market research and adjusting offerings based on feedback.
- Elevated brand visibility by spearheading comprehensive digital marketing campaign.
- Managed purchasing, sales, marketing and customer account operations efficiently.

- Implemented business strategies, increasing revenue, and effectively targeting new markets.
 - Reduced financial inconsistencies while assessing and verifying billing invoices and expense reports.
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Affiliations

- I love to be active in high school I played lacrosse football and I wrestled.
 - Currently I am running about two times a week.
 - . I have my own gym at home so I'm working out almost everyday.
 - I love outside activities, in the winter ice snowboard in the summer I wake board.
 - I don't go to Bars a lot, mostly would rather stay in and hang out with the family.
 - I am very good with my hands, as you can see I did work for construction company for three years. But I also know how to work on cars.
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Accomplishments

- I did receive honors for my last year of school, when I was at Timber Song Academy
- I achieved the highest level of my rehab facilitation, which was Timbersong Academy, about a year to get there.
- Develop Skills to ground myself when I'm angry, be aware of myself in the things around me, Learn how to stay humble and calm during times of crisis.