

# Cameron Reed

Sacramento, CA

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## Professional Summary

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I am a young professional who has excelled as a Senior Account Manager at a State Farm agency, demonstrating strong leadership, strategic thinking, and a results-oriented mindset. With experience in hospitality, culinary, and customer service, I offer a unique mix of skills that allow me to adapt and thrive in diverse environments.

Willing to relocate: Anywhere

Authorized to work in the US for any employer

## Work Experience

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### **Senior Account Manager**

State Farm-Sacramento, CA

November 2022 to Present

Responsible for managing the sales team, creating and monitoring activity and sales goals, while developing incentive and compensation plans to drive performance and morale.

My role also involves outbound sales efforts, making a high volume of outbound calls to build and maintain a robust sales funnel. I consistently overcome objections from leads to successfully convert them into prospects.

### **Sous Chef & Media Manager**

Mom and Pop Chicken Shop-Cameron Park, CA

July 2022 to September 2022

Working with line and prep cooks to ensure that stations are stocked, cleaned, and ready for service. Ensuring proper food handling safety protocols are met. Ensuring that all food coming into and leaving the kitchen is presentable and safe to store and eat. Management of personnel, ordering, and labor. Other various kitchen management. Creation and implementation of new kitchen procedures to help the restaurant run smoothly. Placing and receiving food orders, checking in these orders. Management of social media (Yelp, Instagram, Facebook, etc). Unfortunately, this business closed for a period of time so I was transferred to a different location under the same ownership.

### **Line/Prep Cook**

Wally's Pizza&Sports Bar-Cameron Park, CA

November 2019 to August 2022

Preparing of sauces, produce, meats, and other fresh ingredients.

Rolling and forming dough, making pizzas to order. Placing and receiving food orders, checking in these orders. Weekly and daily inventory of produce and other restaurant necessities.

### **Cashier/Cook/Server**

Folsom Lake Bowl (Wally's Sister Company)-Folsom, CA

January 2021 to November 2021

Initially started to help during pandemic labor shortages. I was a line cook, prep cook, food runner, and counter server. My duties included cooking food items to order, preparing fresh foods, running items to tables once complete, taking orders from customers and providing superior customer service.

## Education

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### **Still Enrolled in Business**

Folsom Lake College - Folsom, CA

August 2020 to Present

### **High school diploma in High School**

Clarksville Charter School - El Dorado Hills, CA

2018 to June 2021

## Skills

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- Cooking
- Serving (3 years)
- Insurance sales (2 years)

## Languages

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- English - Expert
- Spanish - Expert

## Links

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<https://cameronreed.com>

## Certifications and Licenses

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### **Series 6**

February 2025 to Present

### **Securities Industry Essentials (SIE)**

September 2024 to Present

### **Accident Health and Sickness License(AZ,OR)**

August 2023 to June 2027

License Number: 20564704

### **Life Insurance License(AZ,OR)**

August 2023 to June 2027

License Number: 20564704

### **Property and Casualty License(AZ,OR)**

August 2023 to June 2027

License Number: 20564704

**ServSafe Manager**

June 2022 to June 2027

Certification Number: 22284692

**Life Insurance License (CA)**

February 2023 to December 2024

License Number: 4261196

**Accident Health and Sickness License(CA)**

February 2023 to December 2024

License Number: 4261196

**Property and Casualty License(CA)**

December 2022 to December 2024

License Number: 4261196