

Sally Smith

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OBJECTIVE: Find a high-growth company where I can use my communication, problem-solving, and investment trading skills

EXPERIENCE

Home Asset Protection Services, Account Representative Dec 2019-Present

- Consumer hail & wind damage sales and claims
- Awarded #1 Sales Representative for 7 Months
- Proactively updated company's technology, managed prospect call logs, and client databases.

ING USA, Intern, Risk & Controls Assessment Aug-Nov 2018

- Performed Sarbanes-Oxley testing for the Financial Reporting and Investment Management teams for Integrated Organizational Risk Management by:
- Performed end-to-end testing including planning, communicating with clients, completing documentation, and summarizing results.
- Documented testing results, noting any deficiencies or exceptions found and conducted walkthrough reviews of Business Units.

SunTrust Wealth Advisors, Marketing Assistant May-Aug 2016

- Generated leads from the bank's customer list and converted them into clients for the financial planners.
- Re-established client relationships to assist in up-selling additional products.
- Scheduled oversight for new and existing client management.

KSU Economics & Finance Dept, Student Assistant Mar 2015-Apr 2016

- Assisted professors with performing research, presentations, and exams.
- Took the lead in administering training to new student assistants, decreasing mistakes and shortening the learning curve.

EDUCATION:

BBA, Finance, Kennesaw State University (KSU) May 2016
MBA, Finance, Georgia State University (one -year completed) Graduating May 2012

LEADERSHIP AWARDS:

- Peer Financial Counseling, Founding Year's Student Director
- KSU Investment Club, Founder & President
- 3 times black belt with experience in leading adults, teens, and children in group and individual instruction