

Dillon Granzella

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OBJECTIVE

With my 6 years of sales experience, 11 years umpiring, & 3 years of coaching. I believe my value comes from being able to learn new information quickly, being reliable, and delivering on my promises. My strong work ethic, being goal oriented, and competitive background gives me the ability to be a great asset to a company that strives to succeed.

EDUCATION —

Adams State University
Alamosa, CO

- Bachelors in Marketing
- Minor in Management
- Played 4 years of baseball
- 2.9 GPA

Salida High School
Salida, CO 81201

- High School Diploma

EXPERIENCE

November 15th 2021- November 1st 2022
Sales Consultant • • CIA-Leavitt Insurance

- Consult with business owners on their auto, worker's comp, general liability, property policies.
- Executed analysis of competitor policies to educate prospects about their policies.
- Managed a \$1,000,000 in premium book of business.

June 16th 2016-November 1st 2021
Marketing Representative • • Federated Insurance

- Managed a \$2,500,000 in premium book of business.
- Grew the book from \$1.7 million to \$2.5 million.
- Averaged 14 new clients each year.
- Organized and executed the business plan to win two big hitter awards.
- Coordinated and scheduled all my appointments.

October 1st 2023-Present

- Advise students on their path to graduation.
- Manage to keep up with school's curriculum and relay that to students.
- Work as a team player in an office setting.

KEY SKILLS —

Marketing
Sales
Teaching
Managing
Scheduling

COMMUNICATION

In sales you are constantly meeting and working with new people. I am able to work well with others, because I take a strong interest to learn about what each team player does. In sales I learned that knowing a little a bit about what everyone does, the easier it was being able to solve a client's problem in efficient time. I enjoy the process of always learning something new to perfect my craft and listening to new perspectives.