

# **Brion Whitley**

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Atlanta, Ga 30346

## **Education**

### ***Southern University and A&M College – College of Business (2021-2023)***

- **Master of Business Administration (MBA)**
- Negotiation skills
- Understanding of business works and what drives customers
- Thrive in changing environments

### ***Murray State University – Arthur J. Bauernfeind College of Business (2017-2021)***

- **Bachelor of Arts – Organizational Communication**
- Expert Written and verbal Communication skills

### ***Relevant Coursework***

- Cultural & Interpersonal Communication
- Accounting, Economics, Marketing and Finance
- Principles of Management & Leadership

## **Past Job Experience -**

### ***Financial advisor for Northwestern Mutual (Atl,Ga) (2023-2024)***

- Outside sales experience (Life insurance, Disability Insurance, 401k Rollover etc..)
- Relationship Building to gain the trust of the company
- Generated 77k in sales Premium in 7 months. (Top Sales Award)
- Communication skills
- Network and meet clients on zoom or in person (Building your own Book of Business)
- Identify unique needs of a client and meet those needs
- Consult with clients to find a solution to their problem.
- Understand Excel, Powerpoint and Microsoft word programs
- Maintain a relationship with clients and follow-up consistently
- Problem solving and adaptability
- Working with a team on solutions and improvements of business

## **Leadership**

- Customer Service
- Helped new advisors understand the role coming in and also how to network and build their brand.
- Taught the company the use of social media to build your brand
- Spoke on 3 special panels on leadership in the Atlanta area.
- Lead a team of 10 young advisors.

## **Work Qualities**

- Sales
- Results Driven and Target focused
- Self Motivated
- Ability to work full time (no kids)
- Love to engage with people
- Microsoft office
- Team first mindset
- Willing to learn fast and pass requirements
- Passed Series 6 and SIE in 6 months
- Organizational Skills

## **College Athletic Achievements**

- 3x OVC champion (2017-2020)

- 6 Years Division Basketball Player
- 2nd team All-Conference
- All District player
- HBCU All star 2023

## Activities

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### Jag-A-Thon Promotional Committee

#### *Southern University*

- Produced and delivered the promotion for the Jag-A-Thon event on the radio station
- Promotes Southern University Athletic Department and helps assists with advancement of the student-athlete experience, program and service expansion, and departmental upgrades
- over \$10,000 was donated from Jag-A-Thon

## Certifications

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|------------------------------------------------------|---------------------------------------------------------------|
| • Licensed Real estate Agent                         | • Sales Management Training:                                  |
| • Health and Life insurance certification in Georgia | • Certification for Developing a Successful Modern Sales Team |
| • SIE & Series 6                                     | • Google – Online Marketing Fundamentals Certification        |
| • Excel                                              | • Personal Training Certificate                               |
| • Digital Marketing Certification                    |                                                               |
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