

**Jason N. Metzger**  
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## **Objective**

To obtain part-time, seasonal, on call, and special event employment as a bartender or bar back.

## **Experience**

### **Dedicated Account Executive**

Precise demonstration of product features and benefits  
Continuous prospect follow-up  
Desire to meet and exceed revenue objectives  
Experienced leadership ability  
Knowledge of regional marketing trends and consumer behavior  
Inventory control: invoicing, accounts payables, accounts receivables  
Projecting, estimating, and defining trends  
Capable in writing and negotiating contractual agreements  
A proven closer

### **Customer Service Professional**

Long-term business-to-business and business-to-customer relationship building  
Utilization of marketing and merchandising to emphasize product  
Personal and product sales representation  
Outstanding telephone etiquette  
Inside and outside sales ability  
Customer based market analysis  
Detailed customer needs assessment  
Target market focus and concentration

## **Licensing**

License # 0H70466, Exp. 07/31/2018

- Resident Insurance Producer, CA, Casualty Broker-Agent
- Resident Insurance Producer, CA, Property Broker-Agent
- Resident Insurance Producer, CA, Life-Only Agent
- Resident insurance Producer, CA, Accident and Health Agent

License # 3126669, Exp. 01/01/2019

- Non-Resident Insurance Producer, NV, Casualty
- Non-Resident Insurance Producer, NV, Property
- Non-Resident Insurance Producer, NV, Life
- Non-Resident insurance Producer, NV, Accident and Health

Certified Mixologist, ABC Bartending College, course completed 09/10/2016

## Employment History

01/2016-Current	<b>Virtual Personal Marketing Assistant, Oasis Staffing/MetLife Auto &amp; Home, Roseville, CA.</b> <b>Duties/Tasks:</b> Prospecting, networking, inside/outside sales, quoting, presentation, selling, projecting, servicing, filing, reporting, reviewing, and follow up on client personal, life, and commercial insurance needs.
06/2015-12/2015	<b>Medicare Sales Rep, eHealth Insurance, Inc., Gold River, CA.</b> <b>Duties/Tasks:</b> Medicare insurance sales, customer service, quoting, presentation, cross selling, projecting, heavy phones, heavy email, and follow up.
01/2015-03/2015	<b>Account Manager, CH Robinson, Roseville, CA.</b> <b>Duties/Tasks:</b> Customer service, quoting, presentation, selling, projecting, heavy phones, heavy email, cross selling, follow up, tracking, and tracing of clients supply chain needs.
8/2012-12/2014	<b>Insurance Sales Agent, MAPFRE Insurance, Folsom, CA.</b> <b>Duties/Tasks:</b> Prospecting, networking, quoting, presentation, selling, projecting, customer service, filing, reporting, reviewing, cross selling, and follow up on client personal and commercial insurance needs. <b>Achievement:</b> 2013, BRAVO Award for Customer Service Excellence
09/2011-06/2012	<b>Multi-Line Insurance Agent, AAA Insurance, Sparks, NV.</b> <b>Duties/Tasks:</b> Prospecting, networking, quoting, presentation, selling, projecting, servicing, cross selling, filing, reporting, reviewing, follow up on client personal and life insurance needs.
03/2007-09/2011	<b>Property and Casualty Specialist, MetLife Auto &amp; Home, Reno, NV.</b> <b>Duties/Tasks:</b> Prospecting, networking, inside/outside sales, quoting, presentation, selling, projecting, servicing, filing, reporting, reviewing, cross selling, and follow up on client personal, life, and commercial insurance needs. <b>Achievements:</b> 2006-2011, Multiple MetLife Insurance Sales Awards
05/2006-12/2006	<b>Account Executive, Reno Radio Representatives, Reno, NV.</b> <b>Duties/Tasks:</b> Prospecting, networking, inside/outside sales, quoting, presentation, selling, projecting, servicing, filing, reporting, reviewing, cross selling, and follow up with client broadcast advertising needs. <b>Achievements:</b> 2006, Multiple Quarterly and Monthly Local Direct Broadcast Sales Awards
05/2002-05/2006	<b>Key Accounts Supervisor, Reno Gazette-Journal, Reno, NV.</b> <b>Duties/Tasks:</b> Prospecting, networking, inside/outside sales, quoting, presentation, selling, projecting, servicing, filing, reporting, reviewing, cross selling, and follow up with client print advertising needs. <b>Achievements:</b> 2004, 3rd Quarter, Reno Gazette-Journal Advertising Department MVP, 2003, July, Reno Gazette-Journal Advertising Department MVP
11/2001-05/2002	<b>Office Manager, Allmotive Auto Service, Lincoln, CA</b> <b>Duties/Tasks:</b> Quoting, appointment setting, estimating, selling, follow up, ordering parts, inventory control, and scheduling technician daily work on client auto maintenance needs.

## Computer Experience

FSC Pipeline, Salesforce, PFC Rater, PFS Rater, DocuSign, Microsoft Outlook Suite 2010, Microsoft Office 2007 & 2010, Lotus Notes, NetPositive, TAPSCAN Radio Broadcast Estimating Software, Microsoft Works, Word, Excel, Win-Fax Pro, One-Write Plus Version 2.0, P.O.S Computer Systems, Internet Explorer, Alldata Estimating Systems

## **Education**

**ABC Bartending College, Certified Mixologist, 2016**

**California State University Sacramento, CA; BA, Communication Studies, 1996**

Extra-Curricular Activities: KXTV Channel 10 Sales and Marketing Department Intern and Communication Service Network President.

**Sierra Community College, Rocklin, CA; AS, Marketing, 1993**

Extra-Curricular Activities: Marketing Club Chapter President, 1993-1994 President, California Delta Epsilon Chi, and College Newspaper Advertising Sales Executive.

**San Lorenzo Valley High School, Felton, CA; Diploma, 1988**

Extra-Curricular Activities: Soccer, Tennis, Marching Band, and Orchestra.

**REFERENCES AVAILABLE UPON REQUEST**