

# John G. McCarty

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## Education:

<i>Kansas State University</i>	<i>Manhattan, KS</i>	<i>2020 - 2022</i>
* Bachelor of Science in Business and Data Analytics		
* Professional Certificate Data Analytics		
* Minor in Economics		
* Bachelor of Science in Business Administration and Marketing		<i>2001-2005</i>

## Professional Experience

<i>Auto Acceptance Insurance, Manager</i>	<i>Topeka, KS</i>	<i>2010-2020</i>
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- \* Seven consecutive years over one million in yearly revenues
- \* Ten consecutive years of office profitability
- \* Design, implement office sales and business procedures
- \* Develop and cultivate relationships with various accounts to build business
- \* Create, develop and implement employee training and development program
- \* Work with vendors in multiple sectors of business to build revenues
- \* Design, implement and manage advertising through multiple media platforms
- \* Oversee and manage relocation of office
- \* Insurance license in good standing with the state of Kansas for ten years

<i>Capital One Home Loans, Loan Consultant</i>	<i>Overland Park, KS</i>	<i>2008-2009</i>
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- \* Successfully cultivated and closed multiple accounts at varying stages in the sale process
- \* Developed prospects, qualified customers, demonstrated the product, and aggressively closed new customer business
- \* Met or exceeded sales quota effectively within my first six months

<i>Enterprise Rent-A-Car, Management Assistant</i>	<i>Overland Park, KS</i>	<i>2006-2008</i>
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- \* Managed, operated and oversaw rental branches
- \* Develop relationships and business with different vendors and businesses
- \* Completed nationally recognized management training program
- \* Successfully worked with and alongside customers in all manners of needs