

Christopher William Sutter

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(630) 301-4391

EDUCATION

Illinois State University

Bachelor of Science in Insurance

Departmental GPA: 3.2/4.00

Expected Graduation Date: May 2013

WORK EXPERIENCE

Vector Marketing Corporation, Naperville, IL

May 2010 – Present

Senior Advisor Representative

- Promoted products through self-administered demonstrations
- Networked independently to develop a loyal customer base
- Advised new employee programs to problem solving strategies specifically targeted at increasing customer base
- Increased company sales by \$10,600 in an eleven day period through promotional activities targeted towards adults
- Exceeded summer goal by \$600 and was inducted into Vector Marketing's "Presidents Club" - an honor reserved for high achievers
- Received the \$10k + trophy award during a summer conference award ceremony

Ashbury Aquatic Center, Naperville, IL

May 2006- August 2011

Cashier, Lifeguard, Swimming Lesson Instructor

- Collaborated with managers in appointing new employee training
- Taught elementary school children the fundamentals of swimming and diving
- Responded to questions and concerns amongst patrons and outside utility representatives
- Surveyed the pool and disciplined any obstructions of pool policy
- Handled homeowner payments and admission fees
- Operated cash register as well as the patron identification system
- Answered phone calls and recorded messages for managers and staff

LEADERSHIP EXPERIENCE

Insurance Leadership Program, Normal, IL

September 2011-Present

Katie School of Insurance

- One of twelve students selected to participate in the insurance leadership program
- Participate in team building, negotiating, and effective business presentation activities

Gamma Iota Sigma Insurance Fraternity, Normal, IL

October 2011-Present

Current Member

- Network with insurance industry professionals
- Attend weekly luncheon presentations presented by different insurance companies

Sigma Tau Gamma Fraternity, Gamma Psi Chapter, Normal IL

August 2009- Present

Community Service Chairman

- Serve as a director of planning, organizing, and participating in community service opportunities
- Worked with the Habitat for Humanity in restoring warehouses and assisted with relocation of equipment

RELATED COURSEWORK

- Financial/Managerial Accounting
- Statistical Reasoning
- Risk and Insurance
- Business Finance
- Marketing Management