

Shervin Kalinia

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EDUCATION

C. T. Bauer College of Business, University of Houston, Houston, Texas

Bachelor of Business Administration in Finance • GPA: 3.20

December 2024

EXPERIENCE

Aflac Supplemental Insurance, Houston, Texas

Independent Sales Agent

May 2023 - August 2023

- Engaged in making 20 phone calls and 20 doors on a daily basis and inputting info into CRM software
- Utilized various prospecting techniques such as cold calling, door-to-door, and attending networking events
- Effectively communicated the benefits of Aflac to small business owners as well as handled objections that arose
- Built strong, long-lasting, relationships with clients by providing excellent customer support and addressing their insurance needs
- Ran 10 appointments with business owners conveying the value them and their employees would receive with Aflac coverage

HHPage Inc., Houston, Texas

Content Editor / Account Executive

January 2019 - June 2022

- Part time & project-based work for a Houston digital marketing agency
- Wrote monthly blogs for clients on a variety of topics, including business, teen coaching and healthcare
- Posted & styled blog content on client websites using WordPress
- Performed basic search engine optimization tasks
- Managed online inventory for a large tractor supply company
- Managed Instagram account and advertising for an online tea brand

Marble Slab Creamery, Houston, Texas

Manager

April 2018 - September 2018

- Managed store operations and served customers, coordinated with other crew members on opening and closing procedures, worked at different locations required training and leadership
- Headed all transactions on cash register and cultivated relationships with customers daily
- Served variety of customers customized ice cream with preferred choice of toppings and style
- Distributed payments by check to 6 crew team members

ACADEMIC PROJECTS

University of Houston

Coached Ethics Case Study Team

January 2022 - May 2022

- Conducted external communication with team coach to coordinate Zoom meetings, project plans, timelines and deadlines for argumentative presentation on user data protection
- Facilitated team on-time management and deadlines to achieve group goals ahead of schedule
- Collaborated with group members to research information providing further insight on debate topic
- Developed strong foundation arguments in favor of user data protection with social media websites and services
- Presented case study to board of 5 judges and received strong admiration and praise

LEADERSHIP & ACTIVITIES

January 2019 - March 2022

- Volunteered and raised over \$300,000 at Jamie's Hope Foundation golf tournament for breast cancer awareness
- Enlisted at Memorial Drive Presbyterian Church for summer celebration leadership position as camp counselor
- Kappa Sigma volunteer chair for Military Heroes campaign which raised money for wounded/disabled veterans
- Acted at various churches during Hurricane Harvey to support communities in need and deliver necessary supplies
- Volunteered at Camp Blessing at Memorial Drive Presbyterian Church for special needs and disabled children

SKILLS

- Bilingual, English (Native), Spanish (Conversational)
- Consulted with clients and management in a bilingual environment of English and Spanish
- Technical: Microsoft Office Suite (Word, PowerPoint, Excel, and Outlook)
- Web/Online: WordPress, Search Engine Optimization
- Salesforce CRM
- Cold Calling
- Door-To-Door Prospecting