Michael Lohr
mikesellsmeda@gmail.com | (813) 907-5387 | Tampa, FL

Professional Summary

Results-driven professional with experience in sales, client relations, and customer service. Proven ability to build relationships, drive revenue, and deliver exceptional service. Adept at problem-solving, negotiation, and managing multiple priorities in fast-paced environments. Passionate about helping clients find solutions that meet their needs.

Professional Experience

Health and Life Insurance Agent
MedaHealth | Tampa, FL | June 2024 – Present

- Generate leads and cultivate client relationships to drive new business.
- Assess client needs and recommend tailored health and life insurance policies.
- Educate clients on policy benefits, terms, and coverage options.
- Maintain compliance with industry regulations and company policies.

Valet Attendant
Hunters Green Country Club | Tampa, FL | May 2023 – November 2023

- Provided outstanding customer service by greeting guests and managing vehicle logistics.
- Efficiently parked and retrieved vehicles in a high-volume setting, ensuring security and care.
- Maintained a professional and welcoming demeanor to enhance guest experience.

Logistics Account Executive
Total Quality Logistics (TQL) | Tampa, FL | November 2023 – May 2024

- Built and managed strong client relationships, acting as the primary point of contact.
- Coordinated with sales, operations, and customer service teams to ensure seamless execution of client needs.
- Negotiated contracts and pricing to optimize client satisfaction and profitability.

Bartender
Mint Cocktail Club | Tampa, FL | May 2021 – May 2024

- Created and served a diverse selection of cocktails, beers, and wines in a high-paced environment.
- Provided expert recommendations based on customer preferences and mixology expertise.
- Ensured compliance with health and safety regulations while maintaining a clean and organized workspace.

Education

Tampa Catholic High School
High School Diploma | Tampa, FL | August 2016 – May 2019

University of South Florida

Civil Engineering | Tampa, FL | May 2019 - NA

Skills & Competencies

- Sales & Lead Generation
- Client Relationship Management
- Negotiation & Persuasion
- Logistics & Supply Chain Coordination
- Customer Service & Upselling
- Bartending & Mixology
- Microsoft Excel & Data Analysis
- Marketing & Business Development
