

# KYLE T. HUMER

Greer, SC 29651

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## Summary

Strategic communicator and former top-producing sales agent transitioning into Digital Marketing. Highly skilled at identifying customer pain points and crafting persuasive narratives that drive action. Experienced in managing complex workflows across diverse digital marketing applications and optimizing lead conversion funnels. Passionate about combining my sales experience with digital strategy to help brands connect with their target audience.

## Projects

- Create Website(s) using WordPress Elementor and Socrates Themes
- Adapt Yoast SEO and RankMath plugins to enhance meta and schema markups
- Run campaign using Google Ads, Google Analytics, and Google Search Console
- SEO Audit Assignment

## Work Experience

### **Logistics Material Handler**

**I.K.Hofmann USA-BMW Plant Spartanburg – Greer, SC**

Jan 21,2025-Present

- Forklift certified
- Reach Lift
- RF scanner

### **ACA Insurance Broker**

**Enhance Health- Remote**

Oct 7,2024-January 6,2025

- Daily handling of inbound/outbound calls
- Sales/Customer service focused
- Data entry
- Multi-tasking skills
- Health Insurance Licensed in 21 states

### **Independent Life Insurance Broker-**

December 12,2023-June 2023

- Daily handling of outbound/inbound calls
- Computer Skills
- Organizational Skills
- Independently Motivated
- Customer Service
- Bookkeeping

### **Licensed Sales Professional**

**Allstate, Brian Reynolds Agency - Remote in SC**

September 18, 2023 – December 12,2023

- Daily handling of outbound/inbound calls
- Computer Skills
- Organizational Skills
- Independently Motivated
- Customer Service

### **Senior Life Insurance Advisor**

**Insurance Supermarket International - USA Remote**

October 6, 2022 – August 21

- Daily handling of constant Inbound/Outbound sales calls
- Life Insurance Licensed – 46 states
- **Winner of a 6 day Top Seller cruise to St. Croix and the Bahamas**
- **Average \$20,000+ in Monthly Annual Premium**

### **Insurance Agent**

**Globe Life Liberty National - Greenville, SC branch**

February 7, 2022 - May 12,2022

- Cold Calling
- Computer Data Entry
- Group Term Life

### **Logistics Material Handler**

**MAU- BMW plant Spartanburg - Greer,SC**

January 24, 2018 - Feb 2022

- Forklift Certification
- Tugger
- RF Scanner

### **Laser Operator/Programmer CNC**

**Steel Craft Corp. – Hartford, WI**

September 2016-December 2017

- Nesting
- Troubleshooting
- CNC Operation
- Forklift certification
- Automation (conveyors/towers/cranes)
- Blueprint Reading

### **Welder Fabricator**

#### **Bruno Independent Living Aids – Oconomowoc, WI**

May 2012- September 2016

- Grinding
- Arbor Press
- Hydraulic Rollers
- Pneumatic Air Tools
- Plasma Cutters
- Vertical Band/ Cold Saws
- Drill Press

### **General Laborer**

#### **Lincoln Contractors Supply, Inc. - Milwaukee, WI**

May 2008- May 2012

- Responsible for assisting with customer rentals/returns
- Basic mechanical skills in repairing and maintaining heat exchangers
- Beginner electrical
- Train other employees on the exchangers
- Work in parts department, pulling orders and stocking
- Backup Driver
- Clerical Work
- Forklift License

## **Education**

**Property/Casualty Licensed.**

**Life/Health/Accident Licensed**

**2024/2025 FFM Certification**

**Associate Degree: Metal Fabrication/Welding –Advanced**

**Waukesha County Technical College- Pewaukee, WI**

Related Coursework

- Blueprint Reading
- Robotic Arc Welding 1
- Automated Cutting Process 2

- Manufacturing Planning and Fixturing
- Advanced Forming Process
- Computer Assist Program Laser

## **Skills**

- Communication
- Organization
- Computer Skills
- Multi-Tasking
- Problem Solving
- Customer Service
- Critical Thinking
- Active Listening
- Time Management