

Darcy Weipert

Dallas, TX 75235 | 214-548-3375 | darcy.weipert@gmail.com

Education

WEB DEVELOPMENT CERTIFICATION, RESPONSIVE AND REACT FROM SHECODES | SEPTEMBER 2023

TEXAS REAL ESTATE LICENSE | JUNE 2021

HEALTH AND LIFE INSURANCE LICENSE | AUGUST 2020

BBA- MANAGEMENT | DECEMBER 2013 | HARDING UNIVERSITY

Experience

ACCOUNT MANAGER | INJURED WORKERS PHARMACY | FEBRUARY 2022- PRESENT

- Build and maintain relationships with physician offices and law firms to continue to provide the best service for worker's compensation patients/clients
- Update monthly forecasting and business goals while working to grow territory
- Make sure necessary data is in Salesforce for customer data and funnel data
- Using Tableau and Showpad, monitor the gain and retention in sales.

ADVOCATE (LIFE INSURANCE AGENT) | ORIGIN8CARES | JULY 2021- MAY 2022

- Provide excellent customer service to those interested in learning about life insurance
- Protect customers with Final Expense and Term life insurance over the phone
- Make sure necessary data is in Salesforce for customer data and funnel data

CORPORATE RECRUITER/LEAD DRIVER | ENVOY AMERICA | NOV 2020-AUGUST 2021

- Recruit and maintain retention of Driver Companion role in DFW Metroplex
- Train and assist new drivers with on-boarding process
- Continue to monitor the success of drivers and provide continued training
- Assist clients to and from Dialysis centers and doctor appointments in DFW Metroplex

ACCOUNT EXECUTIVE | AKUMIN | APRIL 2019- MAY 2020

- Managed a territory of 150+ Physician offices for marketing referrals to MRI clinic
- Performed multiple business analysis on territory for development of clinic
- Developed and maintained business relationships with current and potential referrals
- Assisted in Clinic Administration- managing employees and clinic
- Grew clinic volume over 150% in one year

ACCOUNT MANAGER | THOMSON REUTERS | SEPTEMBER 2018-APRIL 2019

- Met and exceeded goals of sales in Quickfinder, RIA, Boskage and WG&L products using Salesforce.com
- Assisted in team monthly and quarterly meetings- setting goals and discussing ways to improve sales and productivity