

Aaron A. Williamson

[Aaron.williamson@cswta.com](mailto:Aaron.williamson@cswta.com)

123 Hummingbird Ave.

Ladson, SC 29456

843.486.3601 – Mobile

866.262.2245 – Office

843.302.0280 – Fax

Objective:

To establish a long-term and mutually beneficial relationship with a passionate, ethical, creative, fast paced, structured, and rapidly expanding group. I'm interested in building a career with a revolutionary and unique group that is passionate, excited, and interested in making a big impact in their market. I'm seeking a position as a traveling sales representative, corporate trainer or licensed optician.

A little about me:

I was one of the youngest Licensed Opticians in the history of the state of South Carolina at age 20. All boards including ABO, NCLE, and State Bar passed on first attempt.

I love traveling as a representative of my firm/group, putting faces with names and building strong and rewarding relationships. One of my biggest passions is creating, building, and inspiring people with a vision.

I love introducing companies/groups to new products or concepts. I have the ability to convey concepts in a way that inspires and excites.

Recruiting has always been a passion of mine. If I believe in a product/service/company I can convey that belief with passion, sincerity, and conviction. The results are a larger, more productive and driven workforce.

I am an effective public speaker and have experience with groups of 7 to 7,000.

Value to your organization:

2009 - Present, Director of Branch Development - Private Company - Nationwide retirement planning and insurance group - Senior market focus

Recruit, train and develop agents/advisors. Directly assisted in building Charleston office agent force to 44 agents up from 18 in one year.

Key member of mobile new branch development team, A travelling team responsible for training, teaching and motivating new group members and owners and helping to familiarize them with our systems, expectations, and performance requirements. Assisted personally in jumpstarting offices from Atlanta, GA to Roseville, CA.

Reviewing and creating systems to increase profitability and fluidity, these include both senior management training guides and entry level advisor manuals. I also designed a new agent development program designed to help grown and retain talent.

Conducted three weekly group recruiting seminars with 30+ professionals in attendance.

Nationwide travel to career fairs, speaking with and engaging professionals in related fields, networking and introducing our platform, building awareness and stoking curiosity.

Acted as a branch Unit Sales Manager and directly manage a team of 15-20 producers daily.

2007 - 2008, National recruiting coordinator - Private Company - National retirement planning and insurance group - Senior market focus

Managed a national team of 8 corporate recruiting managers from South Carolina to California.

Responsible for annual national recruiting goals and driving a nationwide team of corporate recruiters to reach goals.

Responsible for teaching recruiter's tactics and strategies for effective and efficient recruiting. Familiarized recruiters with AIRS (Sourcing System) as well as social media networking and recruiting.

Personally responsible for recruiting senior management and top producers nationally.

Reported directly to Chief Executive Officer and Executive team

2005-2007, Retail Sales Manager and Licensed Optician - Luxottica Retail

Directly managed retail sales team of 18 opticians and sales representatives.

Driving sales goals and implementing Luxottica's sales process.

Office finished in top 3 in district consistently, location produced one million dollars in revenue annually.

Daily operations including scheduling, sales tracking, product training.

Hands on manager with both sales and laboratory experience.

Full circle experience - Consult, Sell, Create, Dispense and Trouble-shoot. Very proficient with lensometer, fining, polishing, edging and fitting spectacles.

Detailed knowledge and experience working with contact lenses and fitting.

2002 - 2005, Apprentice Optician and travelling trainer - Wal-Mart Inc.

Apprentice optician studying under the guidance of Licensed Opticians and a Doctor of Optometry.

Assisted in training of new opticians in the Southeast including North Carolina, South Carolina, and Georgia Selling, dispensing, and adjusting spectacles. Insertion and Removal, CTL care and handling.

Awards

2009 – Cornerstone Wealth and Tax Advisory Group's MVP

Languages

English

Hobbies

Avid runner and body builder, rock climbing, Mustang enthusiast.

Licenses and Certificates

Life, Accident, and Health Producers License (SC)

Property and Casualty Producers License (SC)

South Carolina Licensed Optician

American Board of Opticians Certified (National)

National Contact Lens Society of America Certified (National)

References readily provided at request

Aaron A. Williamson