TRAVIS SHIREMAN

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ACCOUNT MANAGEMENT | SALES MANAGEMENT

Professional Summary

Sales and account management professional with 10+ years of experience across outside sales, insurance, and automotive sales. Experience includes managing a personal insurance book of business and coaching an automotive sales team. Currently manages a nationwide sales territory involving $4,000–$25,000 purchases, with strengths in prospecting, consultative selling, negotiation, and client support.

Core Skills

Outside Sales | Prospecting | Pipeline Development | Consultative Selling | Account Management | Pricing Negotiation | Customer Retention | Sales Team Coaching

Professional Experience

Outside Sales Consultant

Morrow Transfers | Springfield, MO | Mar 2022–Present

- Manage a nationwide outside sales territory for purchases valued at $4,000–$25,000.
- Build and maintain a national prospect pipeline through outreach, follow-up, and relationship development.
- Assess customer needs, explain product options, and recommend solutions aligned with buying priorities.
- Negotiate pricing, terms, and conditions and guide prospects toward a purchase decision.

Multi-Line Insurance Agent

Missouri Farm Bureau | Warrensburg, MO | Nov 2019–Mar 2023

- Built and managed a personal book of business across property, casualty, life, and health insurance.
- Assessed coverage gaps and risk exposure, prepared quotes, and issued policies tailored to client needs.
- Explained coverage and pricing clearly and provided quote follow-up, policy updates, and ongoing account support.

Sales Advisor

W-K Chevrolet | Sedalia, MO | Mar 2014–Aug 2017; Aug 2018–Nov 2019

- Guided customers through automotive sales, from needs assessment and vehicle comparison to purchase decisions.
- Matched vehicle and service options to customer budgets and needs; supported repeat and referral business through responsive follow-up.

Sales Manager

Lotspeich Automotive | Warrensburg, MO | Aug 2017–Jun 2018

- Coached the sales team on customer follow-up, sales execution, and closing practices.
- Reviewed sales activity and performance trends to identify opportunities to improve sales processes.
- Resolved sales and service concerns while balancing customer satisfaction and company standards.

Education

Missouri State University | Springfield, MO

Coursework toward a Bachelor of Science in Psychology

Northwest High School | Hughesville, MO | High School Diploma