Thomas Haizlip

+1 (336) 338-2240 / hzthomashz@gmail.com / Whitsett, NC

Willing to relocate: Anywhere

Work Authorization

Yes, I am authorized to work in the U.S.

Work Experience

Outbound Sales Apprentice

Sword SaaS Coaching • Remote

September 2026 to Present

- Graduate of SWORD's SDR School, competitively selected into program with a 3% acceptance rate to receive 1:1 coaching from SDR Leaders on how to be an elite SDR.
- Responsible for strategic cold outbound through an omnichannel approach of cold calling, cold emailing, video prospecting, and LinkedIn outreach.
- Participate in regular coaching on outbound strategies, including campaign management and improving cold outreach.
- Proficient at prospect research, understanding ICPs, positioning value around prospect pain, and navigating objections.

Digital Marketing Specialist

The Oechsli Institute • Greensboro, NC

March 2024 to September 2026

I served financial advisors with their digital marketing efforts. Duties included, but weren't limited to:

- Guiding clients through the process of creating a compliant-approved LinkedIn profile
- Coach advisors through the onboarding process and answer questions
- Assisting with social media management, both for clients and on behalf of agency executives
- Overseeing the help desk's phone line and email account
- Tracking activities for client reporting
- Continually iterating and improving our documentation to streamline the onboarding process for our clients

Additionally, I would assist a variety of departments within our agency as needed. Tasks included, but weren't limited to:

- Remaining fully engaged with the team during work hours via Slack, Monday.com, attending team meetings, etc.
- Regularly completing assigned tickets thru Monday.com, Figma requests, and our proprietary client-facing CRM
- Redesigning and updating our agency website
- Incorporating AI into our workflow to better serve our clientele
- Troubleshooting team members' computers when they crashed, fixing them in a timely manner
- Providing quality assurance for client websites

Telemarketing and Customer Service Representative

Allstate Insurance • Chapel Hill, NC

August 2023 to February 2024

- Signed new customers onto Allstate policies generated through outbound telemarketing calls.
- Handled 100+ outbound telemarketing calls per day on new inquiries, quotes, and policy renewals.
- Earned a Property and Casualty insurance license (2023) while supporting the agency's sales and service operations.

- Supported agency marketing campaigns and local community outreach that kept a steady flow of new policy inquiries.

- Resolved customer questions on policies and billing, protecting renewals and long-term client relationships

Painter / Office Assistant
Sowers Paint Company • Burlington, NC
April 2023 to June 2023

Dorm Supervisor/Counselor
Boys Home
August 2022 to March 2023

Summer Camp Counselor
The Wilds Christian Camp • Brevard, NC
May 2022 to August 2022

Insurance Agent
Family First Life
December 2021 to April 2022

Chaplain Intern
Cross Road Retirement Community • Asheboro, NC
June 2021 to November 2021
Informal internship with the chaplain of Cross Road Retirement Community

Sales Representative / Lawn Care Tech
Emerald Green Lawn Care • Whitsett, NC
August 2020 to June 2021

HVAC Apprentice
Shamrock Heating and Air • Greensboro, NC
June 2020 to August 2020

Nurse Aide
Cross Road Retirement Community • Asheboro, NC
December 2018 to June 2020

Education

Clinical Pastoral Education (Unit 2)
Clinical Pastoral Education International (CPEI) • Remote
January 2022 to April 2022

Clinical Pastoral Education (Unit 1)
Clinical Pastoral Education International (CPEI) • Remote
September 2021 to December 2021

Divinity (B.A.)
Northwestern Christian University • Remote
May 2021

Nurse Aide 1 (Certificate of Completion)
Randolph Community College • Asheboro, NC
August 2018 to November 2018

Licenses and Certifications

Property & Casualty License
August 2023 to October 2023

Driver's License

Skills

Social Media Management | Sales | Direct sales | SEO | Teamwork | Retail sales | Website maintenance | Camera Operator | Customer service | Crisis intervention | CSS | Audio editing | Branding | Counseling | Photo editing | Presentation Skills | Content marketing campaigns | Marketing analytics | Spiritual care | Instagram | Marketing | CPE | Digital marketing asset design projects | Materials handling | HTML | Negotiation | Writing Skills | Organizational skills | Collaboration with community partners | Community relationship building | Hospice care | Hootsuite | Attention to detail | Canva | Conflict management | Social media graphic design | Affiliate marketing | Digital Marketing | Website management | Facebook | Graphic design | WordPress | Problem-solving | Web design | Social media advertising | Active listening | Copywriting | Google Analytics | TikTok | Assisted living | Blogging

Languages

English