

Rickey A. Hodges
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EDUCATION

California State University, Dominguez Hills
Bachelor of Arts in Negotiation Conflict Resolution & Peace Building
December 2011

WORK EXPERIENCE

RHJ Insurance Agency

Principal Agent 03/2022 – Present

- Medicare education and enrollment
- Covered California certified agent
- Life & final expense education and enrollment
- Community engagement and giving back

County Of Los Angeles, Lancaster

Deputy Probation Officer II 05/2014 – Present

- Conduct investigations for pending cases
- Submit court reports and recommendations to the court
- Intake all new probationers
- Engage with community based organizations

Ace Relocation Systems, Long Beach

Sales Representative 06/2012 – 09/2013

- Actively create and prospect lead sources to capture commercial business
- Analyze business opportunities and challenges, develop and implement a productive sales plan with primary objectives based on meeting or exceeding annual performance targets
- Effectively manage time and resources to meet or exceed sales forecasts and objectives

ADT Security Services, Torrance

06/2009 – 10/2011

Sales Representative

- Acquired sales leads through cold calling
- Maintained an elite client base
- Gave well informed and versed presentations of the product
- Closed large and complex deals

Certifications

- Conflict Resolution Trainer – Western Justice Center
- California Licensed Private Investigator
- Life & Health Insurance License
- AHIP
- Domestic Violence Instructor Certification
- Anger Management Instructor Certification
- Parenting Instructor Certification
- Emotional Intelligence Instructor Certification

SKILLS

Computer: Microsoft Word, and PowerPoint