

# Efrain Neal Garcia

Dallas, Texas

[Efrain Neal Garcia | LinkedIn](#)

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## PROFESSIONAL PROFILE

In the past decade, I have experienced and educated myself in many industries and obtained many certifications/skills along the way that demonstrates that I am a flexible, useful asset to any organization I contribute to. From Real Estate, Insurance, Banking and Retail with the additional support of my education, I look forward to continuing my success in any firm I come across. My objective, *“to not promise, but guarantee success”*

## CORE COMPETENCIES

Sales Driven | Coachable | Multi-Tasker | Customer Services Skills | Project Management | Research Analytics

## Certifications & Awards

Microsoft Certified | SIE Licensed | Property and Casualty License | Dean's List

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## EDUCATION

### Bachelors of Business Administration in Legal Services and Entrepreneurship

GPA: 3.0

University of North Texas, Denton, TX

Graduation Date: Dec 2023

### Certified Financial Planner Program

Southern Methodist University, Dallas, Texas

Anticipated Graduation: Aug 2025

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## WORK EXPERIENCE

The Vanguard Group

March 2024 – June 2024

### Licensed Customer Service Representative

**Plano, Texas**

- My role was based on building relationships and strong financial futures with investors, whether young eager investors looking to start or experienced investors looking to maintain their retirements.
- Part of the program was to obtain my Securities Industries Essentials, Series 7 and Series 63.
- Alongside the training and support, I was able to get firsthand knowledge of the world of investing as clients relied on my expertise for assistance and guidance to better arrange their financial assets.

State Farm Insurance

February 2021 – December 2022

### Licensed Acquisition Specialist

**Richardson, Texas**

- We focus on quoting and binding new auto and fire insurance products in support of the Enterprise growth initiatives.
- In obtaining my Property and Casualty License, it is my fiduciary duty to help clients to look for the best insurance product we offer by having a sales productive conversation.
- In 2021, I sold approximately – 50 Auto Insurance products, 40 Fire Products per month

JPMorgan Chase & Co.

March 2019 – July 2019

### Fraud Specialist I

**Lewisville, Texas**

- We serve and protect consumers in filing/researching claims for fraudulent activities on retail consumer accounts.
- Research, analysis, and critical thinking is important to deduce on whether a case is legitimate for recovery rights
- Compliance and produce is critical to ensure we abide by Regulation- E and provide the best service

Louis Vuitton

February 2018 – February 2019

### Client Service Advisor, Merchandise Specialist

**Irving, Texas**

- We serviced high profile clientele to address any technical or provide additional needs such as selling luxury goods over the phone.
- In a high tense luxury company, it is very important to communicate, analyze and apply due diligence in assessing the logistics of items, patterns of seasonal wear to better help clients.
- As part of this dual role, we were sales agents. In 2018, I sold over \$165,684 worth of luxury goods.