

## SALES

### Summary

I am looking for a career position with a company that I can be rewarded by my desire to succeed. I am a self starter and motivated to do my best. I am comfortable doing what it takes to create new business and have an excellent history of retaining current business.

### Skills

- Self Starter
- Motivated
- Client Relations
- Success Driven

### Experience

Sales 12/2015 to Current Company Name City , State

- Sales of phones, plans, home security and satellite in a retail environment
- Meet quotas monthly for add-on orders and upselling
- Cross selling customers to switch to our company for other services that they did not come in store for
- Assist customers with determining the best products and plan for their needs in fast paced work environment
- Maintain customer satisfaction by providing great customer service

Insurance Sales 03/2015 to 12/2015 Company Name City , State

- Insurance sales
- Contacted customers to set up in home appointment to offer mortgage, life and final expense protection
- Interviewed customers to see determine which Company, plan and amount best fit their needs
- Cold call customers that responded to ads

Sales 01/2011 to 03/2015 Company Name City , State

- Provided sales support to retail customers
- Increased sales with knowledge of merchandise and sales techniques
- Created additional revenue with add on sales of other merchandise
- Advanced to management with opening and closing duties and training of new employees

Sales 04/2013 to 06/2015 Company Name City , State

- Roofing sales position
- Obtained customers who needed new roofs by cold calling
- Created additional sales by asking for referrals

### Education and Training

High School Diploma 2010 Edmond North High School City , State

Business/Marketing 2012 Oklahoma Christian University City , State

Business/Marketing 2011 Harding University City , State