

## Targets ► SALES EXECUTIVE || ACCOUNT EXECUTIVE || MANAGEMENT

Sales Executive with 20 + years of entrepreneurial and corporate experience with an accomplished track record in delivering end to end leadership and demonstrated ability to enhance business growth and development to target corporate objectives. A forward-thinker with proven ability to think creatively and strategically while applying sound business judgment and quantitative analytics to achieve above-average sales results. Recognized for seeking new business opportunities, identifying roadblocks, resolving complex challenges to maximize company goals and profits. I am highly committed to pursuing a long-term career as a Sales Executive, Account Executive, or related roles and utilize my transferable skills, industry knowledge, and my experience to improve business initiatives. Fluent in Spanish

## CORPORATE BUSINESS DEVELOPMENT & VISIONARY LEADER

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### Industry Knowledge

- CRM • Strategic Prospecting • Consulting & Transactional Selling • Short Cycle Selling • Salesforce • Customer Service • Wireless Technologies • Business Transformation • Performance Metrics • Data Analysis • Negotiating • Marketing • Product Presentation
  - Communications • Microsoft Office Suite • Presentation Skills • Computer Literacy • Data Analysis
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### Professional Profile

#### Senior Financial Analyst

Greenwise Financial Solutions || Naples, FL (Remote)

May 2020 to Present

Coordinating financial solutions while focusing on ensuring that customers could get the support and financial advice they need to achieve success on becoming debt-free.

- Recognized as a subject matter in assessing financial solutions for both businesses and personal clients by examining their expenses, credit, and other related factors that contribute to their present debt.
- Leverages consultative sales approach to fit the clients needs, including problem-solving skills, while providing individualized services for their benefits.
- Effective at maximizing productivity and efficiency by utilizing all office tools, training, and software to effectuate high outbound call volume.

#### Licensed Contract Driver

Contract Uber Driver || New York, NY

November 2018 to Present

Part of my responsibilities is providing passengers a positive riding experience and dropping them off to their desired destinations safely and efficiently.

- Excels at creating a positive environment while maintaining a high level of customer satisfaction that resulted in a 5-star rating.
- Deep understanding of utilizing Uber software technology to track calls monitor customer locations and estimated time arrivals.
- Provides customers with information on route destinations, restaurants, and another local touring requests to better improve customer experience.

#### Sales Executive

National Debt Relief || New York, NY

November 2017 to November 2018

Contributed to improving innovative business solutions that exceeded sales goals resulting in over 130% of quota. Recognized for building alliances and supporting cross-functional teams by delivering weekly sales strategies as well as demonstrating the value of the services while providing end to end solutions. Focused on attracting and growing company goals and profits by building strong relationships with customers as well as identifying their specific needs.

- Developed and communicated weekly customer pipelines to target product presentations and generate new business leads through email targeting.
- Focused on growing revenue base solutions through cold calling and identifying the needs of customers while ensuring they are benefiting from the services.

- Built and strengthened relationships with customers through actively listening and implementing questioned based sales strategies to deepen their product knowledge while providing commitment after the sale.
- Excelled at supporting the business processes within the sales teams through script mastering and providing complex problem-solving feedback to accommodate corporate goals.
- Executed sales strategies to meet business targets and penetration plans on improving organizational outcome that led to top 10 % in sales force.

**Verizon Wireless || Orangeburg, NY**

July 2011 to June 2017

Successfully progressed through roles that increased my responsibility to take on the additional task to support organizational goals and profits by providing end to end solutions and demonstrating product benefits. I have significant skills in explaining and introducing complex, innovative concepts and resolving the challenges encountered in adapting to new technologies.

**Telesales || Senior Wireless Technology Consultant (Position #3)**

2015 to 2017

- Assisted consumers with their accounts by implementing promotional and marketing strategies while listening carefully to their requests. Identified, recommended, and sold the best communication solutions and products to meet customers' individualized needs.
- Skillful at utilizing POS systems Verizon specific software and databases to enter detailed client and device information.
- Highly experienced at demonstrating strong problem-solving skills on a wide range of technical issues while providing order entry support and resolutions to new and existing customers.
- Followed-up and engaged with customers after the sale to explore up-selling opportunities by demonstrating product knowledge and building rapport while providing customer satisfaction.
- Continuously exceeded above-average target goals as well as increasing overall company net revenues by maintaining a broad product knowledge base leading to top 10% in sales.

**Account Executive (Position #2)**

2013 to 2015

- Chosen to organize and lead the go-to-market campaigns within the sales team to drive marketing penetrating activities.
- Independently operated to build a successful sales pipelines as well as collaborated with colleagues, vendors, and technology partners to improve corporate growth activities.
- Partnered with cross-functional teams on developing solutions that focused on customers' technology concerns.
- Successfully managed multiple consumer accounts and researched opportunities to deliver technology selling based solutions for enterprise businesses.

**Telesales Wireless Technology Consultant (Position #1)**

2011 to 2013

(Position same as above)

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## **Past Employment History**

- **Real Estate Sales / Subcontractor** || Habitat Realty, Co. || Homewood, IL || 2011
- **Lead Admissions Advisor** || Career Education Corp. || Downers Grove, IL || 2009
- **Real Estate Sales / Subcontractor** || Century 21 Pro Team, Inc. || Joliet, IL || 2005

## **Professional Development**

### **Certified Debt Specialist || (2018)**

**Real Estate Express** || Licensed New York State Realtor || 2014

**Real Estate Career institute** || Licensed Illinois State Realtor || 2011

**Colorado Technical Institute of Technology** Business Management || 2010