

# JOHNATAN WRIGHT

## Tech Sales Consultant

@ Email

Map { "office": "Remote", "visit": "Occasional visits to GoDaddy office" }



## SUMMARY

Experienced sales consultant with a strong background in phone sales and a proven ability to build rapport with customers. Skilled in identifying customer needs and recommending solutions resulting in increased sales. Proficient in using multiple tools and systems to multitask and meet sales quotas.

## EXPERIENCE

### Tech Sales Consultant

#### GoDaddy

2022 - 2022 Remote

Consulted with customers on hosting and security needs, advocating for the customer and offering products and solutions to grow their businesses. Met and exceeded sales quotas, resulting in increased revenue.

- Assisted customers with purchases, technical issues, and general questions/concerns while ensuring a positive customer experience.
- Reviewed customer accounts and sought sales opportunities, upgrading hosting services and adding on products to existing core products.
- Maintained a dynamic and changing environment, quickly learning and adapting to new processes and systems.

### Sales Associate

#### ABC Company

2019 - 2021 Houston, TX

Generated leads and increased sales revenue through effective communication and a deep understanding of customer needs. Consistently met and exceeded sales quotas, resulting in increased revenue.

- Developed strong rapport with customers through effective communication and product knowledge.
- Demonstrated exceptional sales skills, including closing effectively and overcoming objections.
- Worked collaboratively with the sales team to identify and pursue new business opportunities.

## STRENGTHS



### Sales Performance

Consistently exceeded sales goals by 20% through strategic prospecting and effective closing techniques.



### Customer Advocacy

Resolved over 90% of customer issues with a high level of satisfaction through active listening and personalized solutions.



### Process Improvement

Streamlined account management procedures resulting in a 25% reduction in response time and improved customer retention.

## SKILLS

Sales

Customer service

Technical support

Multi-tasking

Adaptability

CMS expertise

Problem-solving

Communication

Teamwork

## ACHIEVEMENTS



### Customer Retention

Maintained a customer retention rate of 95% through effective communication and personalized solutions.