

Scott Bender

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EDUCATION

B.A. Economics, SUNY Purchase, NY
GPA 3.84, Dean's List, Fall 2014 & Spring 2015

Class of 2015

WORK EXPERIENCE

RE Marketing

November 2017 - March 2018

Vice President of Sales

- Oversaw daily performance of sales team, helping them achieve sales goals and revenue quotas
- In charge of hiring and developing sales staff candidates, including evaluating performance
- Addressed customer expectations and worked to improve overall customer satisfaction
- Worked to implement processes necessary to improve sales functions and the application of our budget

Tucker, Albin & Associates

May 2017 - Nov 2017

Business Development & Account Management

- Worked daily to acquire new accounts through cold calling and networking with existing clients
- Managed my own client book, placing new business and tracking accounts through the collections process
- Educated clients while helping them better manage their accounts receivable by establishing better financial boundaries and collections policies
- Acquired new sales skills by adopting the inside sales approach versus previous outside sales experience and worked a more efficient closing method

The Complete Aquarium

January 2016 - Feb 2017

Sales and Service

- Maintained a number of customer accounts on a routine service schedule
- Established high-end new and custom aquarium installations in homes and offices
- Responsible for sales of aquariums and accessories as well as new units or accounts
- Highly independent and self-motivated position as main point of contact for personal accounts

Ginsburg Development Companies

June - Oct 2015

Leasing Assistant

- Joined leasing team to help bring office online with the opening of a brand new apartment complex and helped troubleshoot the filing and paperwork system
- Worked with new prospects, walking them through the sales process, problem solving their needs and acting as liaison between customers and management
- Experience working with leasing software to manage customer data, learned residential sales and apartment leasing, working with phone leads, walk-ins and renewals of previous customer leases, and performed market research of existing and future properties in the Hudson Valley

BMW Mt. Kisco
Lot Tech and Porter

April 2014 – May 2015

- Worked mainly with customers and the service department as first point of contact
- Helped address customer issues, communication between customers and service department, as well as communication between sales, service writers and shop foreman or vehicle technicians
- Tasked with transporting customers to homes and offices, as well as parts and vehicle deliveries to destinations around Westchester County and Connecticut

Phil Long Ford Lincoln Motor City
Sales Consultant

August 2012 – June 2013

- Learned to work fresh leads in person and took sales process from the meet and greet to closing many times, with frequent same-day sales
- Built a client list, worked follow up appointments, maintained product and industry knowledge
- Connected sales with managerial staff, other independent dealerships and vehicle wholesalers, working all angles to structure deals
- Was able to build a skill set in tough sales, finance, and trial by fire in a fast-paced, results-driven work environment with no prior experience

Bender & Santoro Mobile Car Detailing
Self Employed, Co-owner

May - August 2009 & June - August 2010

- Started small independent business with a friend that took advantage of low overhead and startup costs for high relative profits
- Used a grassroots style marketing strategy targeting local businesses, online, and help-wanted publications
- Developed a business plan, networked a client list, marketed a convenience-based car detailing service where we arrived at customer's location and performed cleaning services in just hours

SKILLS

Excellent customer service, management, leadership and writing skills. Accustomed to adapting in new environments and learning quickly with an emphasis on communication, sales and business operations. Coursework: Macro and Microeconomics, Entrepreneurship, Theory of Business, Marketing, Accounting and Econometrics

Technical: Microsoft Word, Excel, Powerpoint, STATA, ADP

Social Media: Facebook, LinkedIn, Instagram, Tumblr