

Cameron Smith

Sales Manager/ Recruiter

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Accomplished Sales Manager offering four years of experience developing and maximizing sales. Diligent in building and recruiting sales teams. Seeking an opportunity to apply my advanced knowledge and experience of sales, customer service, and recruiting.

Work History

2015-01 - 2019-01 **Sales associate, Sales Manager**

Vivint Smart Home

Recruited, trained, and developed a qualified, engaged and successful sales team, bringing in \$1,716,000+ of revenue

Collaborated with a sales team to set monthly and annual goals and developed personalized strategies to meet and exceed 95% of goals

Quickly built relationships with customers through clear communication and exceeded sales targets

Recruited and built teams and contributed training and the development of successful sales consultants

I was one of the first to build out the Decentralized teams in Houston, and recruited on college campuses across Texas.

Maintained and recruited individuals and help build teams.

2019-01 - 2022-01 **Sales Manager**

Sun Run

Took an empathetic approach and quickly understood customer problems leading to a 78% customer close rate. Worked closely with services team to meet customer expectations, resulting in an annual retention rate of 85%. Exceeding target goals

Learned the solar process and exceeded sales goals in direct to consumer

Manage area and organize sales pipeline daily.

Delivered engaging sales presentations to new clients, explaining technical information in simplified language to promote features and increase client base.

Identified, hired and trained highly-qualified staff by teaching best practices, procedures and sales strategies.

Skills

Sales operation

Time management

Sales expertise

Direct sales

Sales presentations

Goals and performance

Sales processes

Analytical problem solver

Recruitment strategies

Passionate

Understanding of sales retention