

Qualifications

Growth focused professional with rich experience in web design, sales, and business development; well prepared and ready to launch skills and expertise in role as a **Web-Designer** by adding value to corporate goals.

HTML

- ♦ Multi-task and manage multiple online projects simultaneously, while working within tight deadlines to create strategic and enhanced HTML that is sure to get SEO attention.

CSS

- ♦ Have developed responsive mobile and other applications designs with adaptive CSS and HTML. A disciplined web developer working within CSS3 and JavaScript. Able to work both as part of a larger team and individually.

Sales Planning & Optimization

- ♦ Adept at maximizing sales volume, remaining productive in markets, uncovering new business opportunities, and ensuring revenue growth.

Leadership

- ♦ Instrumental in building, leading, motivating, and training team members for optimizing their skills and expertise.

Professional Experience

Hullco, Knoxville, TN

Nov 2019 to Aug 2021

Sr. Sales Consultant

Influenced clients in selecting suitable home remodeling upgrades by responding to their specific situational questions and delivering detailed product information. Expertly negotiated price. Cognizant of terminology regarding the home remodeling business and kept abreast of changes in product technology, incoming inventory, features, and functionality. Submitted deals to finance manager for review as well as pertinent paperwork, such as homeowners' insurance claims. Bridged the communication gap between clients and installation crew personnel to ensure quality service and absolute timely construction. Maintained and executed a lead follow-up system that encouraged repeat and referral business in

Salesforce. Understood federal, state, and local laws which govern home remodeling and construction. Determined key areas of improvements regarding time and planned utilization by assessing actions daily, weekly, monthly, and yearly.

Key Achievements:

- Acknowledged by top management for ranking as a Top Tier Level Sales Consultant month over month.
- Recognized for uncovering clients by canvassing multiple online tools resulting in sales optimization.
- Achieved 100% Client Satisfaction Rating through sold clientele survey feedback.

CarMax, Knoxville, TN

Aug 2013 to Nov 2019

Senior Sales Consultant

Developed buyers by maintaining rapport with previous clientele and meeting prospects through active social media, responding to inquiries, as well as recommending sales campaigns and promotions. Understood automobiles by studying characteristics, capabilities, and features, comparing and contrasting competitive models and inspecting them. Closed sales by thoroughly overcoming objections and asking for the business. Completed sales and purchase contracts. Explained provisions and warranties, services, and financing. Collected payments and delivered automobile. Updated career knowledge by participating in educational and training opportunities. Enhanced CarMax reputation by accepting ownership for accomplishing new and different requests and exploring opportunities to add value to accomplishments.

Key Achievements:

- Attained Presidents Club Double Diamond Level with over 1200 vehicles sold Lifetime.
- Accomplished 61% warranty sales on vehicles sold Lifetime netting an estimated profit of \$3,000,000 from vehicle sales and \$1,098,000 in additional warranty service repair work.
- Ensured top 10 status out of over 20,000 Sales Consultants on a 90-day rotating basis for over 6 years.

Additional Experience:

Outside Sales Representative, Skuffletown Promotions, Knoxville, TN, May 2012 to Aug 2013

Licensed Assistant Branch Manager IV / On the Job Trainer, SunTrust Bank, Knoxville, TN, June 2006 to Apr 2012

Server/ Trainer, Carrabba's Italian Grill, Knoxville, TN, Aug 2002 to Sept 2008

Education

Bachelors of Web Development

Bellevue University (work in progress – expected graduation date May 2023)

Rated as #1 Among the Best Schools for Web development Online by <https://www.bestcolleges.com/>

Bachelor of Science in Business Administration

University of Tennessee, Knoxville, TN

Professional Skills

LinkedIn Sourcing

Excel/ Google Sheets

Recruiting Coordination

Exposure to Benefits and Employee Onboarding

Leadership Experience

Technical Proficiencies

Microsoft Word & PowerPoint

PeopleSoft

Sales Force