

# Samuel (Sonny) Wylie

## **Web-Based Customer Support, Telemarketing, Insurance, and Retail Sales**

Las Vegas, NV 89143

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702-375-8262

My objective is to find a long standing customer service/sales position providing a service or product(s) that fulfills my clients wants and needs so that they can feel good about what they bought, and about themselves.

I'd like to get off to a quick start with a company that utilizes a proven marketing strategy to provide a solid service or product, and that motivates its representatives with recognition and fair compensation.

Authorized to work in the US for any employer

## Work Experience

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### **Funding Specialist**

Granite Merchant Funding - Las Vegas, NV

January 2020 to May 2020

- Assist business owners with the application process for a Merchant Cash Advance.
- Close successful funding applicants on the terms of the Cash Advance.

### **Internet Marketing Sales Consultant**

Ecomm Web Development - Las Vegas, NV

August 2017 to November 2019

- Prospect, and initiate contact with potential candidates for our Internet Marketing Course.
- Interview, and qualify prospects to determine if they meet the company criteria.
- Set appointment for qualified applicants to talk with a Senior Consultant.
- Follow-up with paperwork, and progress for signed clients.

### **Internet Marketing Sales, SEO Consultant**

Self - Las Vegas, NV

2005 to June 2017

- \* Marketed 3 internet sites, and received consistent first page rankings.
- \* Trained new recruits in promotion and sales of products.
- \* Managed the promotion and search engine placement of independent clients.
- \* Client Services Rep for SEO company specializing in Web 2.0

### **Web/App-Based Customer Support, Sales, Training**

NewTex Landscape - Henderson, NV

August 2013 to November 2016

- Training of field personnel in the use of mobile apps to track landscaping activity.
- Support landscape clients having difficulty using our Web/App-Based Product.
- Assist in the creation and presentation of sales material for our Mobile App.

### **Doorman**

Rio Hotel and Casino - Las Vegas, NV  
2002 to 2008

- \* Welcomed clients, and presented the features and amenities of the property.
- \* Assisted clients with transportation to and from the Hotel.
- \* Assisted clients with entertainment choices throughout the city.

### **Licensed Insurance Agent - Client Services Representative**

Marsh and McClennon - Primm, NV  
2001 to 2002

- \* Assisted existing clients with modifications and additions (up-sells) to their Auto, Home, Property, and Liability Insurance
- \* Received an award for the "Most Premium Generated" in the Las Vegas Office.
- \* Promoted to assist clients paying \$10,000 to \$25,000 a year in insurance premiums.

### **Licensed Auto, Home, Health, and Life Insurance Sales Associate**

Mutual Of Omaha Insurance - Las Vegas, NV  
1998 to 2001

- \* Received the company "Blue Vase Award" (a go-getter award) for writing 30 Life Insurance applications my first 90 days in the business.
- \* Consistently generated the most Auto and Home premiums in the office.
- \* Received "Builders Club Award 2000" for fulfilling high standards.
- \* Expanded lead generation techniques to include untapped markets.

### **Bell Captain, Valet Supervisor**

Buffalo Bills Hotel and Casino - Primm, NV  
1993 to 1998

- \* Hiring, training, and discipline of Bell staff.
- \* Implemented adjustable scheduling to make holiday staffing optimal.
- \* Hiring, training, and discipline of Valet staff.
- \* Received "Dedication to Service" Award.

## Education

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### **High school or equivalent**

## Skills

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- Office, SEO Training, 40 WPM (5 years)
- Sales
- CRM
- Marketing
- Customer Service
- Sales Support
- Mobile Applications

## Awards

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### **Blue Vase Award**

March 2000

Sales Go-Getter Award I received from Mutual Of Omaha for writing 38 Life Insurance Applications my first 90 days in the business.

## Additional Information

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Travel and Tourism Course