

# DARREN WEAVER



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(702) 624-0758



Las Vegas, NV 89123

## PROFESSIONAL SUMMARY

Enthusiastic Sales and Customer Service professional with expertise in communication and negotiating. Driven to provide superior quality customer service. Innovative in leveraging extensive knowledge of products and services as well as creating solutions for customers to drive loyalty, retention and revenue. Highly adept at training, managing, coaching and mentoring sales and customer service associates with talent for interacting with staff at all levels of organization and public.

## SKILLS

- Customer Relations
- Timeshare expertise
- Problem-Solving
- Excellent Communication

## EDUCATION

**San Jose State University**

San Jose, CA • 09/1975

*Associate of Arts: Psychology*

## WORK HISTORY

**Diamond Resorts - Timeshare Direct Sales Agent**

*Summerlin, NV • 05/2021 - 10/2021*

- Cultivated mutually beneficial client relationships and maintained communication via phone and email.
- Contacted customers and prospects to generate new business to achieve company growth goals.
- Set up appointments with potential and current customers to promote new products and services.
- Performed cold-calling and follow-ups with leads to secure new revenue.

**Eldorado Resorts@The Grandview - Timeshare Sales Consultant**

*Las Vegas, NV • 05/2020 - 05/2021*

- Guided sales prospects on resort property tours and followed up with targeted sales presentations.
- Reached or exceeded sales quotas and preset personal performance goals.
- Assisted clients throughout sales process and provided after-sales support to assess satisfaction and resolve problems.
- Used consultative sales approach to understand and meet customer needs.
- Prepared pricing agreements and contracts to close sales.

**Starpoint Resort Group - Sales Representative**

*Las Vegas, NV • 02/2018 - 04/2020*

- Guided sales prospects on resort property tours and followed up with targeted sales presentations.
- Displayed high-level expertise with vacation and timeshare sales techniques and industry regulations.
- Worked with sales team to collaboratively reach targets, consistently meeting or exceeding personal quotas.
- Used consultative sales approach to understand and meet customer needs.

**Wyndham Vacation Ownership - Sr. Sales Rep/Manager-Inhouse**

*Las Vegas, NV • 01/1998 - 01/2008*

- Grew sales and boosted profits, applying proactive management strategies and enhancing sales training.
- Supervised sales team of eight people, stepping in to support employees and deliver smooth sales processes for clients.
- Held weekly meetings with director to identify techniques to overcome sales obstacles.
- Identified, hired and trained highly-qualified staff by teaching best practices, procedures and sales strategies.
- Coached employees in successful selling methods and encouraged cross-selling to drive revenue.