

# Jonathan Copeland

## **Territorial Sales Manager - Generation Next Inc**

Las Vegas, NV

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619-946-9478

## Work Experience

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### **Senior Qualification Specialist**

Wesley Financial Group - Las Vegas, NV

September 2019 to August 2020

- Qualifying and developing inbound and outbound leads and responding to inquiries
- Utilize different methods of communicating with potential buyers and sellers (via phone, email and text)
- Managing and overcoming potential buyer and seller objections
- Accurately tracking all communications in Salesforce CRM system
- Leveraging promotional campaigns to develop buyers and sellers
- Working collaboratively across Shift teams to achieve goals

### **Associate Sales Director**

LegalMatch Corp. - Las Vegas, NV

April 2018 to September 2019

- Managing growth, closing deals and directing the day-to-day operations for a rapidly growing out-bound sales team
- Assist in the initial and, as needed, ongoing training and development for the sales team, using the established company training manual
- Monitor calls, coach and mentor sales team
- Provide leadership to influence, develop, and enable sales team to achieve monthly sales goals
- Instrumental in recruitment and dismissal of sales staff
- Other duties as assigned

### **Territorial Sales Manager**

Generation Next Inc - San Diego, CA

May 2017 to April 2018

#### Responsibilities

Conducted 100-200 B2B phone calls daily to connect with decision makers at amusement parks, movie theaters, arcades, hospitals, airports, colleges, universities, businesses, restaurants, grocery stores, even schools to educate them on this groundbreaking opportunity of the Froyo Robot (frozen robot machine).

Research prospective businesses to ensure that they meet minimum requirements i.e. amount of daily visitors, location and facilities requirements. Work with Franchise owners on wishlist placement locations and conducted calls in pursuit of those prospects.

### **Territorial Sales**

Sunshine Recycling - Jacksonville, FL

June 2015 to April 2017

#### Responsibilities

Generated revenue utilizing a consultative selling approach in the sale of Sunshine Recycling services on outbound calls for medium to large accounts. Prospects and generates leads for the CRM by using sales tools such as salesforce and other outside lead sources as determined by the sales manager

Establishes and maintains a high level of customer satisfaction in all sales transactions.

Executes all aspects of sales marketing campaigns; consistently met or exceeded weekly and monthly sales activity goals. Top sales performer for Jacksonville Area. Proposes customer solutions that are compliant with appropriate local, state and federal regulations.

Effectively used sales productivity software tools (i.e. Prospect and Customer Database, Proposal Program, Pricing Tools, etc.).

Demonstrates excellent organizational and problem solving skills

Exhibits proficient knowledge and use of personal computer and computer software applications.

Other minor duties may be assigned.

### **Territorial Sales Director**

Ultimate Business Services Inc - Orlando, FL

November 2014 to June 2015

#### Responsibilities

Performed duties as Territorial Sales Rep assigned within the Territory of Western Orlando FL extending as far as Tampa, FL. Primary duties reflected the day to day Sales of Business services and Equipment these included and were not limited to Professional Coffee Services, Reverse Osmosis water filtration cooler systems, Vending machines and various other office related services, B2B Sales through the use of various marketing techniques via Telemarketing, Door to Door, Multi Media interfacing and Networking. Maintained on Average Monthly sales quotes

### **Account Executive**

Infinity Client Solution - Mobile, AL

December 2011 to September 2014

#### Responsibilities

Worked directly with customers via telephone to describe products and/or

Services in order to persuade potential and current customers to

Purchase new products and/or services. Educated customers on product offerings and services to improve their online presence. Follow up with customer via telephone or email after initial sales contact. Identify customer issues and provide appropriate solutions via up-sell of additional products and/or services to obtain customer commitment and facilitate delivery of product. Provided product education to better service customer calls.

#### Accomplishments

Lead Team consistently in overall sales both quarterly and annually,

Maintained gross new business revenue of \$10-15 thousand per month.

### **District Sales Manager**

Zero Technologies LLC - Atlanta, GA

April 2002 to November 2011

#### Responsibilities:

Performed various duties as District Training Manager of National Water

Filtration Corporation. Hired and Trained over 40 Demonstration Sales Representatives within the States of Georgia, Alabama and Tennessee. Duties included yet not limited to the Supervision and Auditing of these Reps along with the capacity to increase sales to our various venues such as all Home Depots Stores throughout North America. Performed sales training consistent with corporate policies and procedures.

## Education

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### **BA in Business Management**

Georgia Tech University - Atlanta, GA  
2001 to 2002

### **AS in Business Management**

Kensington Business Institute - Erie, PA  
1996 to 1998

### **Certification in Real Estate**

Polly Technical Institute - Erie, PA  
1996 to 1996

## Skills

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- Outbound Sales
- Door-to-Door Experience
- Sales Management
- B2B Sales

## Certifications and Licenses

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### **Class A CDL**

January 2015 to Present

## Assessments

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### **Sales Fit — Highly Proficient**

July 2019

Assesses personality traits that are important for sales roles.

Full results: [Highly Proficient](#)

### **Sales Skills — Proficient**

August 2020

Persuading reluctant customers to buy products or services, and influencing and negotiating with customers to meet sales goals.

Full results: [Proficient](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.