

Ronald Joseph

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EXPERIENCE

INC Authority Las Vegas NV- Business Start-up Specialist.

April 1 to Present

Sales of Business formation documents and services to new Business Start ups, Duties included cold calling over 100 every day, email marketing and telephone sales presentations

4K Aluminum Las Vegas NV- Director of Sales

Aug 2019- March 2020

Directed the sale of Luxury Patio enclosures participated in every Aspect of the sales process from Marketing networking and sales presentation .

Air-Care Las Vegas NV.- Business Development Rep.

June 2015 - July 2019

Responsible for the Establishment and Development of new Commercial

Air Duct Cleaning equipment worldwide. Duties included Cold calling Sales Presentation Quoting new proposal and Pipeline Management, Heavy Phone responsibilities. Average over \$100,000.00 Monthly sales volume closed

ShowMedia Las Vegas NV.-Account Manager

Jan 2014-May 2015

ShowMedia operated 2000 Taxi on the Strip in Las Vegas my responsibilities were to acquire Convention Exhibitors to buy advertising minutes on the Network. Routinely made over 100 cold calls daily and managed an email campaign that consistently sent out 2000 emails a month.

Canvassing

- Built Database of over 2000 Exhibitors at Showmedia where there was no prior contact list.
- Consistently averaged more than Five hours talk time per day at Air-Care

Networking

Member of Business
Mavens Las Vegas

Car Hop Maplewood MN. - Sales Representative

August 2011-October 2014

Performed Sales consultant role which included closing 20 car sales a month generating 80 appointments through making 800 call a month and overseeing an internet lead program while consistently ranking in the top 10 of sales consultants nationally

Concrete Science Corcoran MN. Inside Sales Rep

November 2007-July 2011

Sales Coordinator for Commercial concrete company that generated 2 million a year in annual sales. Worked closely with Contract and Facilities managers

EDUCATION

North Dakota State Univ., Fargo ND— *BS Sociology and Psychology*

Graduating Class of 1990