

Kelly Sands

Sales Rep Position

Las Vegas, NV 89123

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Work Experience

In Store Lead Generator

Ambient Edge Heating & Cooling - Las Vegas, NV

July 2021 to Present

Works inside the Lowes store and pre-qualified customers for AC maintenance packages also new units.

Telemarketer

Goettl Air Conditioning & Plumbing - Las Vegas, NV

September 2020 to July 2021

Called current clients to offer for a fee tune up their current home system. Set 15 to 20 applications per week.

New units were sold to these appointments.

Sales Lead Generator

Culligan Water - Fort Myers, FL

August 2019 to September 2020

Walked the Home Depot's stores talking to customers to get an interest in a home water conditioner.

Always top 5 in lead generation.

My leads produced over \$250,00 in water conditioner sales for my time there.

Lead Generator

American Residential Service - Las Vegas, NV

July 2012 to September 2020

Approached Home Depot customers about their heating and air conditioning systems. To have their Air Conditioning unit inspected to try to sell them new units. Always top lead producer month in month out.

Over 2 million in sales.

On Premise Concierge

International Vacations

December 2009 to July 2012

Worked as an OPC at the Riviera Casino to invite hotel guests to a timeshare presentation. Offered them shows and dinners to attend. Always produced 15 to 20 new appointments per week.

Door Canvasser

Kinetico Water

March 2002 to December 2009

3-2002 to 12-2009 Cold Calling Canvasser

Canvassed mainly new homes. Setting up appointments at the door to have a representative come out and test the water. End result was to sell a water conditioning system. Always set several appointments per week. Company generated many sales from my appointments.

Education

Nicolet High School

Associates in sociology

University of Wisconsin Milwaukee - Milwaukee, WI

Skills

- Outside Sales
- Inside Sales
- Cold Calling
- Business Development
- Salesforce
- Upselling
- Negotiation

Additional Information

Possesses a combination of selling skills. Excellent in lead generation and client interface. Steady work history and dedication to do the best in all situations. Worked both inside and outside sales for 10 plus years.