

Professional Profile

Years of experience in insurance, construction, mortgage lending and wireless sales

- Account acquisition and retention
- Cold calling and telephone skills
- Business – to – Consumer Sales
- Lead qualification and generation
- Tenacious negotiator and closer
- Quickly learn, master and sell new products and offerings

Professional Accomplishments**Mortgage Industry**

- Assisted in the opening of mortgage offices in the Las Vegas area
- Ability to quickly learn and adapt allowed me the opportunity to work all positions within the mortgage industry, i.e. Loan Officer, Processor, Docs

Wireless Sales

- Quota-surpassing sales representative with a history of exceeding employer expectations across diverse markets. Enjoy talking to people and establishing a long-term, loyal customer base.
- Increased sales and profitability by identifying niche market and using outside – the – box marketing tactics

Construction

- Within 6 months was promoted from general laborer to Jr. Grading Estimator
- Work closely with superintendent to ensure that all deadlines are met, and that developers are satisfied
- Formulated bids and attended bidding activities

Insurance

- Created a marketing plan to capture new clientele that increased the companies yearly earnings by 45%
- Work closely with office manager to maintain and improve our customer service department

Work History

Sales Manager	Saginaw Financial	10/2017 - Current
Grading Estimator	Bravo Underground, Las Vegas, NV	12/2012 – 8/2017
Sales Rep	Modern Utilities, Las Vegas, NV	1/2010 – 12/2012
Loan Officer / Processor	Rapid Funding Group, Las Vegas, NV	10/2007 – 9/2009

Education

Diploma	Bishop Gorman High School	2001
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References

References are available upon request.

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