

**Waleed Reeves**

Las Vegas, NV 89169

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702-912-7641

**20 years Inside Sales Experience**

Dynamic, energetic, and highly experienced Inside Sales representative with a solid history of success seeking to obtain a responsible and challenging position within your company that will allow me to learn new technologies and skills while utilizing my previous experiences. A steadfast leader, mentor and coordinator with a track record of building and guiding top-performing teams, and optimizing internal operations.

**Work Experience**

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**Sr. Inside Sales Representative**

Vino Pro. Wine Broker - Las Vegas, NV

October 2017 to October 2020

- Making over 200 outbound calls per day.
- Processing credit card payments.
- Having knowledge of high-end wine and sparkling wines.

**Internet Sales Manager**

Nissan of Long Beach - Long Beach, CA

February 2016 to September 2017

- Making. Outbound calls 100+ per day
- Setting Appointments for test drive for purchase of new vehicles
- Running credit reports

**Internet Car Sales Consultant**

Fleet Rates.com - Los Angeles, CA

May 2012 to February 2016

- Making over 100 outbound sales calls per day and responding to emails regarding vehicle pricing and delivery timeframe.
- Accurately process customer transactions Working close with finance manager for quick Loan approval.
- Demonstrate knowledge of product line, pricing, and car features.
- Achieve sales goals through referrals and other various forms of marketing. Qualify prospects through additional research and personal contacts.
- Build the initial relationship with decision maker and secure referrals.

**Sr.Loan Officer /Sales Call Center Manager**

EK Investment Group - Culver City, CA January 2001 to March 2012

- Directed and managed full cycle recruiting efforts including talent sourcing, candidate evaluation and screening, interviewing, offer negotiation, close and new hire processing on boarding
- Identified diverse, top-level talent within company's primary job market including direct sourcing, networking, job boards, referrals, and on-line resources.
- Monitored, coached and evaluated employee performance.
- Coached loan officers to excel in their current roles, while emphasizing career growth.
- Lead by example and created an environment that rewards, recognizes, talent and high performance. Developed sales strategies to rebuild and revitalize sales department o Monitored sales team pipeline to maximize peak performance.
- Trained and mentored sales team members on new lender programs and products.
- Ensured loans met regulatory guidelines.
- Established relationships in South Bay region among realtors, insurance brokers, and tax preparers.
- Initiated healthy working relationships with borrowers and realtors.

- Pre-qualified and submitted quality loans to maintain a 3 million monthly pipeline.
- Generated business via networking, heavy outbound cold calls, and marketing.

## Education

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### **High school diploma in Telecommunications**

Devry University

1993 to 1995