

# DIMITRIOS KATSAITIS

SALES ASSOCIATE

## DETAILS

### PHONE

2133522769

### EMAIL

dmokatz@yahoo.com

### DATE OF BIRTH

01/27/1987

### NATIONALITY

Greek

## SKILLS

Ability to Work Under Pressure



Adaption



Communication Skills



Effective Time Management



Computer Skills



## HOBBIES

I enjoy music and going out to eat at local restaurants

## PROFILE

15+ years of phone sales experience in both inbound and outbound sales, once I understand the product and rebuttals I'm able to identify key buying moments and capitalize while understanding how to navigate around the no.

## EMPLOYMENT HISTORY

### Sales associate , First Class Vacations

Fort Lauderdale

Jul 2011 — Feb 2015

- Sales associate for a vacation company offering cruises packages with hotel and car stay optional
- Moved up from Sales to project manager and assisted in nightly meetings talking about marketing and strategy
- For period of time 2 years I ran there predictive dialer program and marketing for lead generation

### Owner, Superior 1 inc

Grand Junction

May 2017 — Present

I decided to get licensed in the health insurance industry and start my own company which I've been running directly through the health insurance carriers mostly up until Covid happened.

This was a mostly oundbound based thing but I handled most of it with my partner from again lead generation to marketing and strategy.

Its something now that is winding down with how the industry is and everything around it (I dealt with only people turning 65 to help them get on medicare)

## EDUCATION

### Broward College

Broward County

Aug 2005 — Feb 2006

I studied math and music and decided after a bit of learning what those industries pay realistically I decided to go into phone sales.