

MAGDIEL SERRANO REYES

PROFESSIONAL SUMMARY

Energetic Sales and professional with expertise in communication and negotiating. Driven to provide superior quality customer service. Innovative in leveraging extensive knowledge of products and services as well as creating solutions for customers to drive loyalty, retention and revenue. Highly adept at training, managing, coaching and mentoring sales and talent for interacting with staff at all levels of organization and public.

SKILLS

- Interpersonal communication skills
- Sales expertise
- Retention strategies
- Product promotions
- Network development
- Account servicing
- Revenue Generation
- Lead prospecting
- Problem Solving
- Relationship Building
- Time Management
- Verbal and Written Communication
- Profitability Assessments

WORK HISTORY

SALES REPRESENTATIVE 12/2020 to 04/2021

DaBella, Las Vegas, NV

- Developed and delivered engaging sales presentations to convey product benefits.
- Met with existing customers and prospects to discuss business needs and recommend optimal solutions.
- Effectively sold significant overstock of inventory, reducing overhead and improving cash flow.
- Communicated with customers to understand needs and recommend appropriate solutions.
- Increased revenue and achieved sales goals for product line.
- Safely used all tools and equipment to prevent worksite injuries.

CANVASSER 08/2020 to 12/2020

Dabella, Las Vegas, NV

- Enrolled over 5 new members in programs over course of workday (industry average 2-3)
- Learned and implemented consultative selling skills to identify opportunities, overcome objections and close sales.
- Used scripts or persuasive sales techniques to convince clients in purchasing products.
- Offered customers best-fit, beneficial solutions from available product line.
- Went door-to-door to sign numbers customers up for company services through hot weather.

EDUCATION

Slam Academy of Nevada, Las Vegas, NV

LANGUAGES

English

Native or Bilingual

Spanish

Native or Bilingual