

Faris Razak

SALES PROFESIONAL

Profile

Seasoned sales professional with demonstrable skills in providing high quality customer relationship creation and maintenance. Driven to increase bottom-line profitability and motivated to excel in high stress environments.

Employment History

Roadshow Lead Generator (Seasonal), DoorPro America, Kent

JULY 2020 – PRESENT

- Prospect potential clients at Costco roadshow events across Western Washington territory.
- Demonstrate product and services and maintain relationship with client to generate leads and business.
- Maintained and generated consistent leads despite consumer lifestyle changes due to Covid-19.

Sales Consultant, Closet Factory, Mukilteo

FEBRUARY 2020 – JULY 2020

- Demonstrated sales presentation and custom products at client location.
- Maintain relationship with clients and close sales in person, over the phone, over email or through Zoom conferences.
- Maintained relationship with clients to follow up on sales and ensure satisfaction.
- Consistently reached sales target immediately after on-boarding.
- Prospected clients for self generated leads and business.

Event Marketer, Renewal By Anderson, Seattle

JULY 2019 – MARCH 2020

- Attend festivals and retail event to promote company and demonstrate premium window products to home owners.
- Generate leads and set demo appointments with potential customers.
- Maintained a demo rate of 100 percent throughout the month of August, ensuring all potential customers are educated about our service and product.
- Obtained the highest lead generation rate from retail showings in the month of November.
- Trained new associates in both retail and event marketing departments.
- Assisted team leads in finding new events and creating training material for all lead generation departments.

Details

1332 237th PL SW, Bothell WA,
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425-205-5474

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Skills

Sales

Lead Generation

Client Relationship Management
(CRM's)

Event Organization

Computer Literacy

Leadership and Teamwork

Languages

English

Urdu/Hindi