

Afton Lee

Sales Management

CONTACT

Phone

(702) 324-1915

Email

aftonlee@live.com

Address

Las Vegas, NV

SOFT SKILLS

Analytical Thinking

Client/Vendor Relations

Innovation & Creativity

Interpersonal Skills

Organization & Prioritization

Problem Solving

Process Improvement

Project Management

Sales & Marketing Strategy

Strategic & Tactical Planning

Strong Communication

Team Building & Leadership

Time Management

TECHNICAL SKILLS

ATT Paradyne

CSU/DSUs

Cisco Routing & Switching

Foundry P.C.s

Apple Macintosh

Embedded Systems

RF

Bay Networks

Microsoft Windows 3.0 – Vista

TCP/IP

Ethernet

CAREER OBJECTIVE

Results-driven Sales professional with a consistent, verifiable career track for successfully providing business management, strategy, and vision to exceed company expectations. My robust knowledge in business management, sales, and marketing enables my ability to make informed decisions and exceed company needs. Exceptional communicator with strong negotiation, problem resolution, and client needs assessment aptitude. Equally effective at identifying opportunities, developing strong relationships, and providing tactical business solutions.

EXPERIENCE

French Art Network/Gallerie Rue Royal

Gallery Director, 2019-Present

- Successfully manage all gallery sales and client management while ensuring superior customer service.
- Deliver marketing techniques to new clients and promotions to maximize sales and revenue.
- Provide strategic floor oversight and vision to sales associates and general management for a singular location.
- Develop a good working relationship with partnering art professionals.
- Maintain efficient and swift management of the day-to-day affairs of the gallery.

Elena Bulatova Fine Art

Gallery Director, 2018-2019

- Provide floor oversight and vision to sales associates and general management for a singular location.
- Maintain scheduling of sales representatives while strategically improving gallery operations through continuous improvement techniques.
- Coordinate the communication of ordering and shipping with clients to confirm delivery timeline.
- Strategically negotiate with clients to ensure closing deals while maximizing company revenue.
- Direct and manage the shipping logistics of high-end fine art domestically and internationally.
- Organize and supervise white glove delivery to enhance gallery aesthetics and visualization through art fixtures and designs.
- Manage and coordinated post sale communication, image processing, and detailed information to ensure security and timeliness of item delivery.

Keller Williams Commercial Realty

Commercial Real Estate Broker, 2016-2018

- Managed client base of investors for real estate properties while maintaining diversity awareness across various backgrounds to effectively communicate and build relationships.
- Effectively provided comprehensive services including property management, project development and sales, and diverse financing such as EB-5 funding.

Ultracarz International Inc.

Sales Manager, 2013 – 2016

- Successfully produced and branded a unique eco-friendly product company specializing in fuel systems for commercial vehicles.
- Applied strategic marketing and sales strategies to successfully acquire products and distribute complimentary carbon-based fuel reduction fluids products to maximize sales.
- Developed and implemented contracts to secure partnership relationships.

Marcus & Millichap Real Estate Investment Services

Commercial Real Estate Market Training, 2012

Hilton Grand Vacations

Sales Executive – action line, 2011-2012

Sampson Consulting

Recruiter/Consultant, 2004-2010

- Effectively managed extensive client base while maintaining financial responsibilities and emphasising attention to detail.
- Coordinated and facilitated the recruitment process by assessing aptitude and readiness of potential candidates.
- Utilized strong communication, networking, and captivating presentation skills to develop new business transactions and aid in establishing company vision.
- Successfully completed acquisitions of clients' major purchases such as homes, cars, and investments.

Avenue of Homes, Realty Inc.

Sales Presenter, 1997-2004

- Managed strategy of sales presentations related to foreclosure to personnel to convey foreclosure policies and standards.
- Secured and processed sales transactions with individual buyers and group investors while maintaining an up to date repository of sales and client information.
- Developed and delivered informative real estate presentations to educate potential and existing clients on company initiatives and goals.

COMPUTER PROJECTS

Atlanta City Hall East - Network Associates, Inc. 2003-2005

- Facilitated networking modifications on 400 plus units including hardware upgrades and software installations and firewalling divisions.
- Installed cat5e cables in 16 levels of prewire tubes and over 1200-unit connections with ceiling and floor access points.
- Demonstrated through technical presentation integration and support expertise and education on security posture, policy, and implementation.
- Created White Papers for competitive analysis of alternative products.

EDUCATION

University of Alabama-Birmingham, Birmingham, AL

Marketing Major