

Jaren Bottema

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CAREER OBJECTIVE

Results-oriented professional with 5+ years of experience and a proven knowledge of consultative sales, customer loyalty, and customer retention. Aiming to leverage my skills to successfully fill the Inside Sales role at your company.

PROFESSIONAL EXPERIENCE

MARKETSTAR, Ogden, UT

Inside Sales Representative, Oct 2018 - Present

- Understand customers use case to better target the needs and interests of specific individuals or organizations.
- Arrange for demonstration and trial installations of product.

Experiments Sales Consultant, Mar 2018 - Present

- Provide customers with non-technical support, troubleshoot, cancel and/or upgrade services via chat

TELEPERFORMANCE , Ogden, UT

Inside Sales - Credit Repair Associate, Apr 2018 - Oct 2018

- Interview credit applicants by telephone or in person in order to obtain personal and financial data needed to complete credit report.
- Relay credit report information to subscribers by mail or by telephone.

EXETER FINANCE, Clearfield, UT

Customer Support - Collections, Oct 2017 - Apr 2018

- Compile, sort and verify the accuracy of data before it is entered.
- Read source documents such as canceled checks, sales reports, or bills, and enter data in specific data fields or onto tapes or disks for subsequent entry, using keyboards or scanners.
- Maintain logs of activities and completed work.
- Persuade customers to pay amounts due on credit accounts, damage claims, or nonpayable checks, or to return merchandise.
- Locate and notify customers of delinquent accounts by mail, telephone, or personal visits to solicit payment.

VIVINT, Lindon, UT

Customer Loyalty, Aug 2015 - Oct 2017

SmartHomePro, Apr 2015 - Jan 2017

- Explain products or services and prices and demonstrate use of products.
- Contact customers to persuade them to purchase merchandise or services.
- Arrange buying parties and solicit sponsorship of such parties to sell merchandise.
- Answer questions about product features and benefits.
- Circulate among potential customers or travel by foot, truck, automobile, or bicycle to deliver or sell merchandise or services.

EDUCATION

UTAH VALLEY UNIVERSITY

Orem, UT

Completed coursework towards A.A. Criminal Justice (Oct 2016)

REFERENCES

References available upon request