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ACCOUNT EXECUTIVE / SALES MOTIVATOR/ SALES MANAGER

Snapshot

Disciplined in marketing multiple technologies encompass webhosting, SEO solutions, web conferencing, fiber optics, and integrating systems (VOIP, digital services, mobile solutions, online advertising solutions and networking). Highly motivated and ambitious.

Performance

ELECTRONIC MERCHANT SYSTEMS (a merchant services provider), *Cleveland, Ohio*

Top-Producing Account Executive & Call Center Manager (2011-2018)

Recruit new business and manage account base. Responsible for demonstrating benefits, negotiating pricing and selling credit card processing, webhosting tools and gift/loyalty card applications. Serve as primary liaison with key accounts, such as county municipalities, Moen, and Little Caesar's (national account).

- Nationally ranked as company's top sales producer since 2011. Average 200% above sales quota. (Please see last page on [link to documented sales performance](#).)
- Monthly sales volume has consistently ranged between \$58k and \$72k.
- Selected by company's VP to groom and train new sales talent. Completed installations of equipment as well onsite for new and current customers.

FIRST COMMUNICATIONS (a business telecommunications company), *Cleveland, Ohio*

Senior Account Executive (2010-2011)

Established relationships with medium-to-large businesses at decision-making levels. Sold integrated telecom technology. Responsibilities included cold calling, garnering referrals, and resolving problematic client issues.

- Top salesperson for 15 consecutive months and exceeded quotas by 115%.

COX COMMUNICATIONS (a residential and business communications provider), *Parma, Ohio*

Call Center Manager (2007-2010)

Sales responsibilities focused on MDUs, commercial and governmental communication applications to key accounts such as Cleveland Clinic, City of Parma and Parma Hts. Competed with AT&T's products and services; trained on full installations Residential and Commercial customers. Completed installations as well.

- Exceeded monthly sales quota 130% for 10 consecutive months. **Profile**

Best described as a passionate, self-managed sales performer. Skilled in bundling multiple products and services. Multilingual. Open to relocation.