

Waleed Reeves

20 years Inside Sales Experience

Las Vegas, NV 89169

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Dynamic, energetic, and highly experienced Inside Sales representative with a solid history of success seeking to obtain a responsible and challenging position within your company that will allow me to learn new technologies and skills while utilizing my previous experiences. A steadfast leader, mentor and coordinator with a track record of building and guiding top-performing teams, and optimizing internal operations.

Authorized to work in the US for any employer

Work Experience

Sr. Inside Sales Representative

Vino Pro. Wine Broker - Las Vegas, NV

October 2018 to Present

- Making over 200 outbound calls per day .
- Processing credit card payments.
- Having knowledge of high end wine and sparkling wines.

Internet Sales Manager

Nissan of Long Beach - Long Beach, CA

February 2016 to September 2017

Making. Out bound calls 100+ per day
Setting Appointments for test drive for purchase of new vehicles
Running credit reports

Internet Car Sales Consultant

Fleet Rates.com - Los Angeles, CA

May 2012 to February 2016

o Making over 100 outbound sales calls per day and responding to emails regarding vehicle pricing and delivery timeframe.

o Accurately process customer transactions
Working close with finance manger for quick
Loan approval.

o Demonstrate knowledge of product line, pricing, and car features.

o Achieve sales goals through referrals and other various forms of marketing.

o Qualify prospects through additional research and personal contacts.

- o Build the initial relationship with decision maker and secure referrals.

Sr.Loan Officer /Sales Call Center Manager

EK Investment Group - Culver City, CA

January 2001 to March 2012

- o Directed and managed full cycle recruiting efforts including talent sourcing, candidate evaluation and screening, interviewing, offer negotiation, close and new hire processing on boarding
- o Identified diverse, top-level talent within company's primary job market including direct sourcing, networking, job boards, referrals, and on-line resources
- o Monitored, coached and evaluated employee performance
- o Coached loan officers to excel in their current roles, while emphasizing career growth
- o Lead by example and created an environment that rewards, recognizes, talent and high performance
- o Developed sales strategies to rebuild and revitalize sales department
- o Monitored sales team pipeline to maximize peak performance
- o Trained and mentored sales team members on new lender programs and products
- o Ensured loans met regulatory guidelines
- o Established relationships in South Bay region among realtors, insurance brokers, and tax preparers.
- o Initiated healthy working relationships with borrowers and realtors.
- o Pre-qualified and submitted quality loans to maintain a 3 million monthly pipeline.
- o Generated business via networking, heavy outbound cold calls, and marketing.

Call Center Sales Representative

Nextel Partners

December 1998 to November 2000

- o Assisted customers with sales, billing, and general questions regarding handsets and accessories.
- o Assisted customers with new activations, changes to service, and cancellations as necessary
- o Fulfilled customer requests by clarifying issues, researching and exploring alternative solutions
- o Documented all call information according to internal standard operating procedures

Education

High school diploma in Telecommunications

Devry University

1993 to 1995

Skills

- Cold Calling
- Call Center
- Selling
- Telesales
- Customer Service
- Prospecting
- Telemarketing
- Quota
- B2B
- Computer literacy
- Sales
- Inside Sales
- Outbound Sales
- Loan Officer Experience
- Management
- Sales Management
- HR Sourcing
- Upselling
- Salesforce
- B2B sales
- Microsoft Office
- Negotiation
- Phone etiquette
- Microsoft Excel
- Microsoft Word
- Microsoft Outlook
- CRM Software
- Dealership experience
- Direct sales
- Recruiting
- Business Development
- Outside Sales

Assessments

Sales Skills — Highly Proficient

January 2019

Measures a candidate's ability to effectively use influence and negotiation techniques to engage with and persuade customers.

Full results: [Highly Proficient](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.

Additional Information

Key Skills

Management/ Office/Computer Skills:

Office Management Records Management MS Office Suite Spreadsheets/Reports Calendaring Windows
7 Data Entry ,CRM