

Kristy Qualey

SUMMARY

Experienced sales professional highly effective at meeting and exceeding sales quotas on consistent basis. Stay up-to-date on latest market trends and product changes. Seeking to build upon all my years of experience in a challenging new position.

EXPERIENCE

AT&T - Sales Representative

Las Vegas, NV • 11/2019 - Current

- Maintained productive relationships with existing customers through exceptional follow-up after sales.
- Greeted store customers promptly and responded to questions with knowledgeable service.
- Dealt with local small business customers who were interested in obtaining services.
- Kept a book of business to contact and keep track of current and new customers to know when to contact them about specific promotions.

Centurylink - Enterprise Relationship Manager

Las Vegas, NV • 12/2018 - 10/2019

- Managed existing portfolio and potential leads using Salesforce
- Created professional sales presentations to creatively communicate product quality and market comparisons.
- Generated sales by executing complete sales cycle process from prospecting through contract negotiations and close.
- Developed and managed sales lead list by prospecting for new clients through networking groups, referral partners and face-to-face sessions with companies.

Cox Communications - Inbound Sales Representative

Las Vegas, NV • 01/2017 - 11/2018

- Applied good listening skills to determine customer preferences and financial limits.

CONTACT

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SKILLS

- Staff development/training
- Goal-oriented
- Issue resolution
- Customer relationships
- Team leadership
- Persuasive communication expertise
- Upsell opportunities
- Written and oral communication skills
- Energetic self-starter
- Customer- and service-oriented
- Reliable and punctual
- Sales closing
- Territory sales
- Inside and outside sales
- Hunter/farmer sales strategies
- Lead generation
- Client account management

- Met or exceeded sales objectives on a regular basis.
- Developed tool to track and monitor personal sales opportunities, deals in progress and finished contracts.
- Maintained a strong understanding of competitors, their offerings and their presence in assigned territory.

AT&T - Sales Associate

Henderson, NV • 09/2015 - 12/2016

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- Kept a book of business to contact and keep track of current and new customers to know when to contact them about specific promotions.

T-Mobile - Sales Associate/ Key Holder

Las Vegas, NV • 11/2013 - 09/2015

- Assisted upper management with reporting sales data, and assessing employee performance,
- Accomplished company-defined sales goals during each shift.
- Shared product knowledge with customers
- Helped local small businesses with selecting plans and keeping them up to date with the changing technology.

Portrait Innovations - Store Manager

Henderson, NV • 10/2009 - 10/2013

- Addressed customer inquiries and resolved complaints.
- Completed weekly schedules according to payroll policies.
- Stocked and restocked inventory when shipments were received.
- Trained staff to deliver outstanding customer service.

Picture People - Lead Manager- Mobile Photography

Henderson, NV • 10/2007 - 10/2009

- Defined image requirements and planned photographic events.
- Cropped, manipulated and performed color-balance for final images.
- Searched for additional new business.
- Handled the whole process from getting the contracts to delivering final products.