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|  | PROFESSIONAL EXPERTISE  Outgoing corporate sales and marketing expert with over 20 years proven success in creating and implementing profitable strategies and solutions in both inside and outside sales, telemarketing, B2B marketing and lead cultivation with outstanding work ethic. Skilled in developing constructive and cooperative partnerships across a wide variety of industries including media, entertainment, auto/home insurance, home modifications, forensic audits, hardware technology, and vacation club memberships.  Strong Organizational Skills Creative Problem Solver Proven Team Leader  Direct Sales Product Education Management Skills  Results Oriented Fortune 500 Experience Staff Training  Strong Closer Public Networking Relations Successful Client Management  Assertive Microsoft Office Suites Effective Time Management  PROFESSIONAL EXPERIENCE   * Responsible for developing new accounts, forming new relationships, managing and growing collective accounts revenue to multi-million dollars while discovering new opportunities.​ * Success was formulated by strengths of being dynamic, resourceful, observant, passionate and building long-term relationships that last a life time. * Initiated, qualified, penetrated, managed and grew new customer’s revenue from a raw lead to a multi-million dollar per year account. * Found new opportunities via networking through current customers and penetrating new leads. * Conducted regular phone conference calls with customers to present products, product systems, and product system designs to roadmap along with management and support team members. * Continuously built new relationships deeper within the accounts, obtain referrals to different divisions, outside partners to grow business inside and outside. * Managed to highest level of customer’s satisfaction at all times. * Top Sales Agent for Debt Settlement, Home Modifications, Forensic Audits, Mass Joinder Litigation, Mandatory Settlement Conference and Trustee Sale Verification Delay. * Closed contracts and scheduled required services for entertainment clients resulting in increased sales by 50% and revenue to $2 million. * Due to increased client volume, responsible for high volume of outbound calls, scheduling appointments resulting in doubling of sales revenues of approximately $250k. * Outstanding skills in Prospecting, Account Development, Management and Maintenance. * Innate sense of urgency enabled doubling of sales revenue in 1st quarter from $120,000 to $250,000. * Consulted in daily operations and assisted in sales of $2 million per year with multiple locations and a network of service providers resulting in territory expansion. * Responsible for regular account communication/evaluation utilizing management techniques that increased sales force from 1 to 75 professionals. * Recruited by ExxonMobil based upon success of “Fundays” special events. * Created a regionally recognized trademark marketing package entitled “Fundays” which increased sales by 200% totaling $2 million, leading to recruitment by ExxonMobil. * Effectively managed over 80 entertainment personnel nationwide that furthered name brand recognition and increased sales**.**   PROFESSIONAL EXPERIENCE    Real Vegas Magazine Independent Contractor –Account Executive 2015-Present  Vegas Vacations Independent Contractor –Account Executive 2013-2014  Soligen Corporation Account Sales Manager 2011-2012  Lighthouse Consulting Group, Inc. Executive Manager Quality Assurance 2009-2011  Farmers Insurance Marketing/Sales Representative 2006  The Entertainment Service National Marketing/Sales Manager 2005  The Entertainment Service Regional Marketing/Sales Manager 2000  The Entertainment Service Sales Representative 1996  EDUCATION  California State University, Fullerton Industrial Psychology GPA 3.48 | | | |  | |
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