Ralph K. Jones

Las Vegas, NV

JONESR02@yahoo.com

562-841-9860

**Qualifications**:

* 25 years demonstrated success as a sales professional.
* Consistently meets deadlines and strict performance quotas
* A consistently high customer satisfaction index
* 25 years, experience as a sales closer
* The ability to supervise and train
* A proven team player
* NEVADA TIMESHARE AGENT LICENSE.

**Work Experience:**

**5/19 - Present**

**Wyndham Destinations/ The Rio**

**Las Vegas, NV**

Front line time share sales. RCI, Vacation Ownership. Vacation Consultant. Closing and negotiating. One on one Face to face. No solution if there’s no problem. Changing lives. The Rio a pinnacle site.

**6/18 – 4/19**

**Tripadvisor / Viator.**

**Las Vegas, NV**

Account Executive. Travel Consult. Marketing of a web based tool for travel agents. Heavy cold calling 80 to 100 calls per day. Prospecting for new business.

**2/17-**

**Advance Auto**

**Las Vegas, NV.**



**1/16 -**

**SNH Inc.**

**Las Vegas, NV.**

Account Executive. The largest credit bureau (TU/Experian/Equifax) provider to the auto industry. We sell credit report services to auto groups nationwide. Heavy cold calling, prospecting, negotiating and closing. Dealer track.

**04/13 – 12/15**

**Identifix.com**

Las Vegas. N.V.

Account Executive/ Web based online diagnostic tool for auto repair industry. Duties included/ B2B. Integrity selling. Prospecting and heavy cold calling for new accounts. After identifying client needs negotiating and closing.

**07/12- 01/13**

**DexOne.com**

Las Vegas, N.V.

Account Executive/ Advertising Consultant, Duties Included, outside sales. Marketing & sales of internet and print phone book advertising SEO, Mobile, Social Media. Negotiating & closing. Prospecting & heavy cold calling.

10/11- 06/12

**Local.com Corporation**

Henderson, N.V.

Account Executive/ Advertising Consultant, Duties Included; Marketing and sales of internet advertising products and services to small, medium and big business. SEO, Mobile, Social Media. Negotiating and closing 1 call closes.

3/10- 12/10

**The Mike Ferry Organization.**  Las Vegas, N.V. Marketing Consultant, Duties: Marketing & sales real estate programs & services. Presentations. Cold calls, prospecting for new accounts. Upgrade existing client base, to new products & services. Negotiating & closing.