**Jerome Carter**

**E-mail: jeromejjjjc@msn.com**

**3307 Silver Crest drive Mill creek, Washington 98012**

**Phone (425) 316-9327**

**Summary**

* Highly motivated, versatile and results-oriented Inside Sales Professional with 8 years of experience in a variety of sales and marketing positions.
* Proficient in all stages of the sales process with solid accomplishments in developing business, relationship building, consistently delivering strong revenue and profit results within highly competitive markets.
* Charismatic personality with well developed leadership and mentoring skills; adapt in assisting others in reaching their goals.
* Fully understand "activity management" with innate ability to turn cold calls into active sales leads.
* Personable, positive attitude, enjoy a challenge, self-motivated and committed to professional excellence.
* Possess unquestionable integrity, good sense of humor and a strong commitment to a long-term career.
* Very successful at creating value propositions that engage my customers and show how my solutions can increase their ROI.

**Objective**

Seeking an organization that is progressive and will allow my personal growth in all aspects of inside sales

**Experience**

Pro-Seal Systems 2011-2012

Responsible for:

* Client Development
* Project Management
* Sales
* Development of Consumer line of business

CSG Channels 2009 – 2011

Responsible for:

* Managed and conducted partner communications for Microsoft Partners and Developers
* Kept detail records of communications
* Help to connect developers to resources for application development
* Helped to develop Website Spark program for website designers
* Detail reporting to supervisor on progress of developers
* Setting goals and plans for website developers

TTM Technologies, Redmond, WA 2006 - 2009

Certified Industrial Waste Treatment Operator

Responsible for:

* Daily treatment of wastewater produced by the production
* Disposal and treatment of chemicals that are hazardous per King County and City of Redmond EPA Regulations, Federal EPA Rules
* Daily Chemical inventory monitoring and preparing daily reporting material
* Chemical preparation and analyst
* Fork Lift operations in regards to moving hazardous waste and chemicals

Salire Partners, Redmond, WA 2004–2006

Inside Sales Representative

Responsibilities Included:

* Expanding Enterprise account base across the US and internationally with a concentration in the Pacific Northwest.
* Focus is on selling full line of Voice and Data Services (Ethernet,
* Private Line, SONET, IP, Frame Relay, ATM, MPLS, IP-VPN, Layer 2 VPLS, Managed Services, Co-Lo, DSL, Local and Long Distance)
* Primary experience is with WANs, International circuits & Private Lines
* Was a Leader in developing long-term clients from short-term projects.
* Supported clients with all inside sales activities.
* Became the resident knowledge base for Telecommunications business.

Integrity Marketing, Redmond, WA (acquired by Salire Partners) 1998–2004

Integrity Marketing is a VAR, (Value Added Reseller) of Cisco, Lucent, and etc. systems.

Inside Sales Representative

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**Education**

Kaplan University 2012–2016

Current GPA 3.98

Expected Graduation Date March 21st, 2016

B.A., Business Administration.

Lake Washington Vocational Technical College 2008-2009

GPA 4.0

Graduated March 9th, 2009

**Interests**

Working with my church; our worship program; building computers; coaching little league football and spending time with my family; playing with my children.