ABRAHAM MARIN

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# CAREER OBJECTIVE

Highly successful self-starter with 3+ years of direct sales experience in IT solutions and most recent the travel industry. I am a driven professional with background in customer needs assessment, key account management, and relationship management. I am aiming to introduce my capabilities and skills as an Inside Sales Representative.

# EXPERIENCE

Timeshare Compliance - Timeshare Resolution Services, Aliso Viejo, CA

*Sales Specialist,* Sep *2020* - *Present*

* Selling exit solutions for timeshare owners who have been misled into long-term timeshare agreement.
* Responsible for advocating on behalf of timeshare owners on a legal exit strategy which requires negotiation in order to secure the business.
* Responsible for full sales activity from acquiring leads to converting it into an actual sale, personal success rate of 4 out of 5 conversions.
* Requires in depth knowledge in the business and on-going client research.
* Provided sales development training to sellers on strategy within my first month, while still being responsible for my quota beginning my first day of employment with no ramp up period.
* Quota of 50k per month.
* Have a track record on great customer satisfaction and creating great client relationship.

UNIRISE USA, LLC, IRVINE, CA

*Executive Account Manager*, *Oct 2018* - *Sep 2020*

* Sold computer cabling hardware to distributors and partners in the US and the Philippines.
* Responsible for growing new business and maintaining strong customer relationships.
* Responsible for full sales activity; generating pipeline, customer consultation regarding their IT solutions, quotes and closing of the sale.
* Grew new business from 40K to 150K in the first 60 days in my role.
* Maintained 100% of my sales quota consistently – or within 18 months of employment met 100% of my quote 13 months.
* Have a track record on great customer satisfaction and creating great client relationship.

# EDUCATION

BYU - PATHWAY WORLDWIDE SALT LAKE CITY, UT

*Completed coursework towards Associate in Arts (A.A.) Computer Science (Feb 2015)*

# ADDITIONAL SKILLS

* Spanish - Business Level Speaking, Reading, & Writing
* Trusted Advisor - Focusing on selling IT solutions, and consulting on current IT environments and future needs.