Lorenzo Oliver

------------------------------------------------------------------------------------------------------------------------------ Anaheim California 92801 ◆ (714) 458-5321 ◆ [lorenzooliver000@gmail.com](mailto:lorenzooliver000@gmail.com)

------------------------------------------------------------------------------------------------------------------------------- PROFESSIONAL SUMMARY

Energetic Sales Representative offering demonstrated success identifying prospects and converting leads into customers. Superior communication skills with ability to understand client needs and close sales. Recognized for creativity and resourcefulness in meeting and exceeding sales, revenue and profit goals. Bringing 30+ years of related experience.

-------------------------------------------------------------------------------------------------------------------------------SKILLS

\*Scheduling understanding \* Lead prospecting\* Account development\* Problem solving strength\* Point-of-sale orders\* Visiting customer locations\* Order processing\* Interpersonal communication skills\* Sale expertise Customer service \*Product promotions \*Sales expertise\* Sales Representative,

------------------------------------------------------------------------------------------------------------------------------WORK HISTORY10/2019

\* Sales Representative to Current Alkaline Water Softeners – Anaheim, CA

Utilized various sales techniques to develop relationships with customers and drive sales \*Conducted on-site product demonstrations to highlight features\* answer customer questions and redirect concerns toward positive aspects\* Enhanced marketing and sales strategies to increase profitability by 15% and develop an organizational pipeline\* Utilized effective communication and active listening skills to create client rapport to grow profitability>

Real Estate Sales Agent, Home Improvement Sales 01/2013 to 10/2019

Best Realty – Anaheim, United States Ensured that all clients looking to sell or buy were aware of current market conditions\*legal requirements, pricing and mortgages \*Provided strategic assistance to homeowners and homebuyers looking to buy or sell residential properties\* Collaborated with attorneys, loan officers and agencies to complete property sales and purchases and thoroughly explained all financial requirements and data to potential buyers and sellers \*

Also experience in; Timesharing\* Currency Sales\* Loan Modifications\*Buying Service\*Telemarketing.

--------------------------------------------------------------------------------------------------------------------------------EDUACATION

Associate of Arts: Engineering Michigan State University - East Lansing, MI

-----------------30+ Years Direct Selling, Telemarketing, and Real Estate---------------- I excel in selling and closing Real Estate transactions rapidly. I have also excelled in generating home improvement leads and closing deals. I have also exceeded expectations Cold Canvassing obtaining leads. I believe that the only way to get what I want is to help others obtain what they want. Nothing is more satisfying than a happy customer!

I look forward to fulfilling more dreams for many more prospects.