

# HIRAM CABEZAS

2329 Parrot Ln, Tallahassee FL 32303 · 954-701-7030

Email: [hiramcabezas1@gmail.com](mailto:hiramcabezas1@gmail.com)

The main goal should I receive the sales position is to surpass the sales quota to achieve success.

## EXPERIENCE

March 2021– June 2022

### QUALITY ASSURANCE/BOOKING EXPERT, AMERICAN SOLAR

Worked from home, using a consultative selling approach to book meetings with a qualified Technician. Keep follow ups and new leads updated daily in the CRM.  
Perform cold calls using Auto Dialer to hit 200 plus calls daily.  
Review outgoing and incoming calls to confirm it as a qualified lead.

AUGUST 2015 – MARCH 2019

### ACCOUNT SPECIALIST, NEXTBEE

Worked from home, doing daily demonstrations with potential B2B clients to provide them with rewards products for their customers and employees. Followed up on leads in Salesforce, through e-mail, and by phone to maximize on deals closed. Converted cold calls into sales regularly. 250 plus calls made daily using an Auto Dialer.

OCTOBER 2009 – JUNE 2015

### ACCOUNT SPECIALIST, PAYDAY LOAN DEBT ASSISTANCE

Obtained 20 leads daily to make one-call/one-close sales. Followed up on leads that didn't answer on the first call. Set-up phone meetings using Pipedrive to capitalize on each lead provided. Closed 1-2 deals a daily.

## EDUCATION

MAY 2007

### ASSOCIATES DEGREE IN FINE ARTS, MIAMI DADE COMMUNITY COLLEGE

Graduated with a GPA of 3.3. Learned computer skills

JUNE 2004

### HIGH SCHOOL DIPLOMA, MIAMI KILLIAN SENIOR HIGH

Graduated with a GPA OF 3.7.

## SKILLS

- Excellent Communicator
- Proficient in Microsoft Office
- Skillful in various CRM applications
- Bi-lingual in English and Spanish
- Skillful with auto-dialer programs