

Stephen Palms

Sales

Irvine, CA
stephenpalms@gmail.com - 949.424.9223

Results-Driven Professional with expertise in relationship building and management. Particular strengths include excellent oral and written communication, communicating product knowledge, providing impeccable follow-up, and a commitment to delivering superior service. Analytical, meticulous, detail-oriented, problem solver with excellent time management and organization skills. Strong record of managing projects and improving work processes.

Skills Profile

Competitive/Mentor
Team Player/Self-Driven
Problem Solver/Flexible
Adaptable/Energetic Individual
Multi-Tasking/Organizational Proficiency
Customer Focused/12 Years Outside Sales Experience/Hunter Mentality
Willing to relocate: Anywhere
Authorized to work in the US for any employer

WORK EXPERIENCE

Real Estate Agent

Keller Williams - 2012 to Present

2012-Present

Rent, buy, or sell property for clients. Perform duties, such as study property listings, interview prospective clients, accompany clients to property site, discuss conditions of sale, and draw up real estate contracts. Includes agents who represent buyer.

Real Estate Agent

- Sold 40 homes \$6.4 Million in 2014
- Sold 33 homes \$4.75 Million in 2013
- Make 50 contacts per day minimum of two appointments daily
- Closing percentage for new listings 80%

Commerce Life Time Fitness 2005-2007, 2010-2011

Fitness Consultant

Support members in achieving their fitness goals by providing consultations, engaging members on the floor, or supporting the service desk. Assess the member's physical abilities with fit point. Designed workout programs to maximize desired results for clients. Demonstrate proper use of equipment weights and assisted in spotting members.

- Sold \$10,000+ 1st month as a Personal Trainer in Oct 2011.
- Member of the \$15,000 club October 2006.
- Member of the \$10,000 club 11 out of 12 months for 2006.
- Sold \$125,000 in PT revenue averaging \$10,416 per month.

- Promoted to 02 coordinator within three months of employment.
- Most valuable trainer in October 2005 and 2006.
- Won Sold Not Service nutrition challenge in June 2005 and placed 3rd nationally.
- Sold an abundance of products such as metabolic testing, heart rate monitors, nutritional coaching & supplements, risk point and group fitness programs.
- Held sales training for current staff and also meet with new trainers to advance their development with proficiency of product knowledge.

Personal Training Department Head

Canton Life Time Fitness - 2008 to 2010

Recovery club that was not operating efficiently and did not hit goal since August 2007. Held employees accountable to high expectations with professionalism, goal expectations of sales and attitude.

- Achieved goal two months after starting position.
- Promoted a personal trainer and ADH to higher positions at Novi.
- Started Draw of \$12,000 to \$0.
- 106% of Goal 2009 (+61,642).
- 12% above profit above expectations in 2009
- Club record \$120,865 March 2010.
- Developed five 10K+ trainers.

Assistant Personal Training Department Head

Commerce Life Time Fitness - 2007 to 2008

Assisting the Department head of overall direction of club. I helped to recruit, develop and train staff. Responsible for team to hit budgeted goal.

- 105% of Service Team Goal 2007 (11 months).
- 97% of Service/Sold Not Service Team Goal in 2008.
- 1st Club in Michigan to hit \$200,000 in Feb 2008.
- Won new business award for Feb 2008 close out.
- Sold Not Service average of \$19,000 per month during 3rd quarter of 2008.
- Sold \$20,305 in February 2008 (\$7755 Sold Not Serviced).
- Sold Not Service average of \$4300 per month in 2008.
- 119% of Personal Goal in 2008 (\$105,108.79 Revenue).

Personal Training Director/Personal Trainer

Bally Total Fitness - 2000 to 2005

Managed, recruited and trained staff, developed and initiated a personal training program. Responsible for sales training and profitability for personal training program. Achieved budget and minimized expenses for increased revenue. Made one hundred phone calls daily developing relationships with members.

- Promoted to Bel-Air club March 2003.
- Only successful PT Director at Bel-Air location to hit goal in consecutive months.
- Most improved club in Michigan 2003.
- Won fast start contest in December and January.
- Club record of \$20,000 in Jan 2003.
- Promoted to Dearborn location in April 2004.
- \$44,000 over budget expectations & 112% over budget for 2004.
- Runner up for personal training director of the year 2004.

EDUCATION

Bachelor's in Exercise Science

Western Michigan University - Kalamazoo, MI
2003

SKILLS

Real Estate License Michigan (3 years), Real Estate License California (Less than 1 year)

LINKS

https://www.linkedin.com/profile/public-profile-settings?trk=prof-edit-edit-public_profile

AWARDS

Rookie of the Year Jeff Glover & Associates Realtors

February 2013

Sold 33 homes my first year of selling real estate (2013)