

David Quezada

Ontario, CA

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WORK EXPERIENCE

Financial Representative

Foresters Financial Partners - January 2011 to Present

- B2B prospecting, hunting & sales
- Meeting and contacting new potential clients to discuss financial concerns and needs
- Conducting information gathering meetings with clients
- Analyzing client needs and presenting potential solutions
- Providing on-going service to clients
- Developing and implementing profitable growth portfolio
- On-going development of professional skills and knowledge

Senior Account Executive

TelePacific Communications - Rancho Cucamonga, CA - May 2012 to May 2013

- Grow revenue and product awareness of TelePacific Solutions cloud and data center products and services to new customers.
- Work as part of the sales team in prospecting, qualifying, proposing and closing opportunities.
- Conduct sales presentations demonstrating TelePacific's professional solutions to meet customer's specific telecommunications needs
- Maintained and reported a qualified funnel of revenue that allows for accurate forecasting.
- Kept informed of TelePacific's products and solutions as well as the industry in general. Properly identifies opportunities.
- Managed and works with cross functional resources to deliver personalized solutions and proposals to prospects.
- Kept current and trained on TelePacific products and solutions and processes, as well as of the general industry.
- Managed and worked with cross functional resources to deliver personalized solutions and proposals to prospects.
- Maintained high levels of professionalism as representatives of TelePacific to the business community during all phases of customer contact from pre-sales activity to post-sales account management.

Account Executive/Project Manager

Regional Cable Holdings - Whittier, CA - September 2007 to January 2011

- Inside / Outside Sales of Communication services with an assigned territory
- Acquisition of new clientele, pricing structure development, proposals, implemented contracts
- Aggressively interact with existing and new clients for growth
- Consistently pursue cold and warm markets for new business
- Increased sales goals by 20%-25% on an annual basis
- Recruit, Train and Develop new sales partners
- Manage 10 - 12 field sales reps

Executive Administrator/Music Director

VICTORY OUTREACH INTERNATIONAL - La Puente, CA - May 1998 to September 2007

Reported directly with the C.E.O. and C.F.O. for both small and large projects

- Actively assist to manage 600- 1000 members
- Created budgets for monthly needs as well as large projects such as international conventions with registered attendees of more than 15,000 members
- Recruited, trained and developed new volunteer members for public service
- Created and designed new marketing materials for International Distribution
- Contributed to the development of numerous products and materials Worldwide
- Developed strong partnerships with more than 500 plus facilities Globally
- Public presentations of upcoming events and productions
- Utilized a variety of product development techniques and resources including internet research, referrals, and direct sourcing to maintain current standards of production
- Create agenda for group training and customized plans of action

EDUCATION

Certificate of Architectural Design in General Education

PHOENIX INSTITUTE OF TECHNOLOGY - Phoenix, AZ

1988 to 1989

SKILLS

Microsoft Office (10+ years)

CERTIFICATIONS

Life and Health Insurance License

January 2015 to January 2017

Licensed in California & Colorado to sell all Life Insurance & Health Insurance products.