

Vincentio Harris Sr

Voice Over Artist, Strong Lead Generator, Musician, Creative Thinker & still learning...

Fontana, CA

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I am a good lead generator, salesman, and have a very big interest in telemarketing of all types, I have been known to even change my voice at times to help with the close of some deals, I'm a very focused and upbeat worker, and a strong asset for your company.

Authorized to work in the US for any employer

WORK EXPERIENCE

Telemarketer

Personnel Concepts by way of Randstadt Staffing - Ontario, CA - November 2014 to June 2015

Responsibilities

contacted current & new businesses regarding there labor law materials for the state & federal laws for local businesses in & out of California. All States.

Skills Used

Used my own personality along with what I was scripted and trained to do

Telemarketing Manager

Green Energy Group - Rancho Cucamonga, CA - November 2013 to October 2014

Responsibilities

I began by setting up there automated dialing system, then track both attendance & leads generated, kept my room motivated using creative means, music, jokes, news, etc...

turned in daily reports requested by HR, as well as upper management, stayed focused on keeping lead generating up using manuel methods when dialer had technical difficulties, and moral high.

update & upload lead information by way of Sales Force program. able to type 35-40 wpm, and have always been a top producer for lead generating companies alike.

Accomplishments

I was able to accomplish getting our phone marketers to produce at there best, having each individual doubling there daily production quota's

Skills Used

I demonstrated my Leadership skills, multi-tasking abilities, as well as my positive thinking to help to keep up moral

Closer / Verifier / Lead generator

Cloud Msrketing Inc - Rancho Cucamonga, CA - January 2013 to November 2013

Responsibilities

I did b2b marketing enrollments for deregulated gas, as well as close for other co-workers, as well as verify the enrollment information for new client prospects

Accomplishments

I became a top producer by being the first to enroll gas clients, the first solar project sale, and newspaper sale, being that there were different marketing verticals

Skills Used

Positive energy, the go getter attitude, uplifted others to do better and trained verification to co-workers as well as show how to build repore with clients

Telemarketer

American First Financial - Rancho Cucamonga, CA - February 2000 to March 2003

Responsibilities

Contact customer's in regards to their current loan situation for possible refinancing, loan restructuring, or even modification

Accomplishments

- Successful sales and lead generation with Real Estate Co.
- Received "Top Salesman" award in '01, & 02 with Co.
- Generated thousands of dollars worth of prospects for Co.

Skills Used

- Exercised professional courtesy with every call
- Maintained professionalism in the handling of all calls whether pleasant or disgruntled.

EDUCATION

data entry, computer programming, business administration

Chaffey College - Alta Loma, CA
1989 to 1991

marshall high - W Hollywood, CA
1986 to 1987

SKILLS

Telemarketing (10+ years), Lead Generation (10+ years), Customer Service Representative (8 years), Leadership (10+ years), Team Player (10+ years)