

Travis Teancum Lloyd

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Salt Lake City, Utah

Summary:

A graduate from the University of Utah with a Bachelors of Science in Economics and a Minor in Strategic Communications; highly personable problem solver able to diffuse tense situations by thinking outside the box; analytically minded, able to work in groups or independently to meet critical deadlines and goals with precision.

Skills/Characteristics:

- Knowledge in software development, being able to speak on the topic of software development processes.
- Knowledge and experience in Excel for data analytics and other Microsoft Office systems.
- Experience with balance sheets and budgeting.
- Deduce emerging patterns in data using R and other statistical software applications.
- Expertise in CRM tools including Hubspot and Salesforce Lightning.
- Improve right fit sales strategies by identifying client needs and product value.
- Excellent customer minded service.

Work History:

T-Mobile Telecommunications - Salt Lake City, Utah

Account Executive

May 2021 to Current

- Prospected by phone, email, and in-person door approaches to business owners of all industries to create interest in various wireless business solutions.
- Ran meetings directing T-Mobile personnel including: sales engineers, implementation experts, and customer care experts to close new accounts and keep current accounts satisfied.
- Utilized Salesforce CRM to manage prospecting efforts, in effort to keep business owners accounted for and move through the sales funnel.
- Uncovered business owner pain points with current business systems and procedures.

T-Mobile Telecommunications - Salt Lake City, Utah

Mobile Expert

June 2019 to May 2021

- Prospected and activated numerous business accounts upwards of 60 lines of service as well as individual and family accounts.
- Worked daily to resolve customer issues with expertise in device and network troubleshooting; advancing product knowledge and building customer relations.
- Tailored sales to specific customer's needs and wants with clear and simple explanation.
- Conducted internal store audits, monitoring front and back end compliance, securing private customer information in accordance with various policies and regulations.
- Provided recommendations for improved controls to minimize risk of CPNI loss.

Skyline Solar - Pleasant Grove, Utah

Area Manager

May 2018 to August 2018

- Worked my way from field representative to area manager, responsible for a team of 7 field representatives.
- Responsible for reviewing resumes, interviewing, hiring, and training new and veteran field representatives.
- Conducted market research to assign team members to cities and areas that would yield the highest results for team members and company.
- Knocked doors daily upwards of 12 hours a day, exercising soft skills to create rapport with customers within moments, answering questions and concerns about home solar systems and the benefits.
- Selling systems above cohorts in higher frequencies, explaining financing and the net cost benefits of switching from traditional sources of electricity to other alternatives.

Education:

High School Diploma - Lone Peak High School, Highland Utah

Bachelors of Science Economics, Minor Strategic Communications. - University of Utah, Salt Lake City Utah.

