

JABARI MILLER

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PROFESSIONAL SUMMARY

Experienced Sales representative providing exciting product demonstrations and convincing leads to purchase. Detailed and quick-paced and true team player. Pursuing new sales-driven role where hard work and dedication will be highly valued.

SKILLS

- Prospect Qualification
- Prospecting Skills
- Strategic Negotiations
- Leasing Options
- Client Needs Assessment
- Customer Relationship Management
- Cold Calling
- Prospecting and Cold Calling

WORK HISTORY

- 06/2021 to Current **Sales Consultant**
Hyundai City Of Bay Ridge – New York, NY
- Maintained sense of urgency in answering customer questions and requests through email or voice messaging.
 - Improved sales by managing sales lifecycle from lead generation through contract negotiations and closings.
 - Provided sales and customer service assistance to walk-in traffic
- 06/2021 to Current **Sales Consultant**
Genesis Of Brooklyn – New York, NY
- Used consultative sales techniques to understand customer needs and make recommendations.
 - Provided sales and customer service assistance to walk-in traffic
 - Responded to telephone and in-person requests for information.
 - Followed up with existing customers to provide additional support and address concerns.
 - Achieved top performance by strategically adapting to rapidly changing, competitive environment.
- 07/2020 to 05/2021 **Delivery Specialist**
Peloton – New York, NY
- Directly interacted with customers to deliver exercise equipment
 - Maintained accurate logs of deliveries and trips, proving details to manager at end of shifts.
 - Coordinated consistent on-time deliveries of damage-free goods.
- 06/2018 to 03/2020 **Sales Consultant**
Autochannel Jamaica – Kingston, Jamaica
- Used consultative sales techniques to understand customer needs and make recommendations.
 - Provided sales and customer service assistance to walk-in traffic
 - Responded to telephone and in-person requests for information.
 - Followed up with existing customers to provide additional support and address concerns.
 - Evaluated customer purchase requirements and recommended best-fit company offerings.
 - Maximized customer retention by resolving issues quickly.
 - Stayed knowledgeable on latest [Product or Service](#) innovations and technological advancements through continuous training.

EDUCATION

- 06/2018 **Business Administration And Management**
Jamaica College High School - Kingston, Jamaica