

Jairo Osorio Ramirez

Phone #: 916 839 9536 • Jaioramirez719@gmail.com

OBJECTIVE

Forward-thinking team leader skilled at operating departments efficiently to meet goals. Successful background matching employees with roles for maximum performance. Proactive and hardworking individual focused on continuous operational improvement. Results-driven Sales experienced in financial statement review, auditing and reporting. Well-versed in producing reports, evaluating department operations and handling month- and year-end closings. Meticulous, conscientious and methodical in approach.

QUALIFICATIONS

- Verbal and Written Communication
- Direct Sales
- Sales Process
- Persuasive Negotiations
- Product Knowledge
- Profit and Revenue-Generating Strategies
- Sales Territory Growth
- Time Management
- Sales Presentation
- CRM Software
- Sales Expertise
- B to B Sales
- Communication and Engagement Techniques
- Bilingual

WORK HISTORY

Royal Prestige Sales Representative

Sacramento, CA - December 2017 - February 2018

- Developed and delivered engaging sales presentations to convey product benefits.
- Created professional sales presentations and seminars to effectively demonstrate product features and competitive advantages.
- Negotiated contracts with clients and developed relationships with key personnel.
- Generated weekly and monthly reports on sales performance to provide recommendations to meet sales goals.
- Developed and implemented sales strategies to increase profits.
- Generated new leads through networking and attending industry events.
- Attended monthly sales meetings and quarterly sales trainings.
- Built relationships with customers and community to promote long term business growth.

Service Advisor|Bmw Service Rep
Sacramento, CA - August 2018 - October 2021

- Suggested add-on services that would be helpful to customers and improve bottom line.
- Maintained high customer satisfaction standards to meet or exceed targets.
- Documented problems and corrective actions to maintain records.
- Pleasantly greeted customers and asked open-ended questions to better determine needs.
- Developed estimates by costing materials, supplies, and labor.
- Informed customers of service specials, completion times, and service expenses to provide exemplary customer service.
- Organized documentation for new sales, warranties and service program sign-ups to provide proof of transaction.
- Interpreted diagnostic results to provide accurate repair recommendations.
- Handled customer issues with confidence, using complex problem solving to provide effective resolution.

Finance Manager|Autotoyz
Lodi, CA - October 2021 - Current

- Maintained ethical and positive working environment to reduce turnover and promote high retention rates.
- Grew sales and boosted profits, applying proactive management strategies and enhancing sales training.
- Maintained relationships with customers and found new ones by identifying needs and offering appropriate services.
- Met with clients, delivering presentations, and educating on product and service features and offerings.
- Resolved customer issues quickly to close deals and boost client satisfaction.
- Established and cultivated solid business relationships with new or existing customers.
- Handled customer relations issues, enabling quick resolution, and client satisfaction.
- Achieved sales goals and service targets by cultivating and securing new customer relationships.

Education		
Uc Davis : Software developer	Master degree	
Galt High School: GED	High School Diploma	Graduation year 2019