Jason C. Phillips

401 S. Emporia

Wichita, KS

316-265-5211 ext. 208

316-262-5936

jphillips@wwrfresource.com

Summary of Qualifications

* Over 20 year’s of sales experience in advertising, product, telephone services, art distribution, and fundraising.
* Highly experienced in both cold calls, and pre-existing customers.
* Comfortable working both high-pressure and no-pressure sales.
* Consistently ranked as a top sales agent for multiple companies.
* Has supervised and trained sales representatives.

Skills Summary

* Professionalism
* Personable
* Competitive
* Fundraising
* Product knowledge
* Customer Relationship Management
* Time Management
* Demo capabilities
* Typing proficiency

Work History

Ecclesiastical Art Studios Hutchinson, KS 1995-2015

Artist, Supervisor

* Promoted the sale of unique, one-of-a-kind pieces to the Catholic Church.
* Supervised employees throughout restoration projects.
* Restored selected pieces for the Catholic Church by re-affixing pieced to broken statues and re-applying gold leaf.

Septic Sense Hutchinson, KS 2005-2015

Sales Representative, Supervisor

* Secured both new and repeat customers through telephone interactions.
* Landed 40 to 100 sales a week, consistently earning bonuses based on these numbers.
* Trained 4-8 new employees on product knowledge and sales tactics.
* Supervised roughly 3-4 employees on the calling floor to monitor performance and ensure competitiveness.

Hallmark Telephone Marketing Co. (HTMC) Hutchinson, KS 2002-2005

Sales Rep

* Sold radio advertising and television commercials to business throughout the Midwestern United States over the phone.
* Gathered customer information such as names, addresses, phone numbers, and logos to be incorporated into television commercials and radio ads.
* Established customer rapport and obtained repeat business.

Awards

* *Top Sales Representative* Septic Sense 10 years
* *Top Sales Representative* HTMC All 3 years