

BUSINESS DEVELOPMENT CENTER MANAGER

Professional Summary

Dynamic Marketing Manager with more than 7 years in the Sales Management and Territorial Marketing Industries. Creative and innovative team player with compelling leadership skills. Highly customer service oriented with excellent written and verbal communication skills which enhance the customer service experience. Excels in deadline-driven account management with an established track record of remarkable sales results.

Experience

Business Development Center Manager , 08/2017 to 10/2018 Company Name - City , State

- Achieving daily-weekly and monthly goals and objectives.
- Making 75-100 outbound calls per day.
- Initiating and Responding to customers with 40-60 emails per day.
- Working in a computer based management tool.
- Setting a volume of appointments daily.
- Following up with customer vehicle inquiries efficiently to maximize opportunities.
- Effective working as part of a team.

Internet Sales Manager , 12/2016 to 03/2017 Company Name - City , State

- Maintained a 94% average of leads answered in <15>
- 3 minute average answer time per lead.
- Worked flexible schedule and from home office to insure precise customer lead follow up
- Provided expert product and service information.
- Delivered 5 Units during first week of hire
- Ensure that salespeople are informed of all incoming appointments
- Enhance customer satisfaction during the entire purchase experience.
- Partner with the Financial Services Department to develop and coordinate best practices for the most efficient and effective sales approach

Sales Consultant , 12/2016 to 08/2017 Company Name - City , State

- Contributed to repeat and referral business by using strong customer service and problem solving skills.
- Maintained a