

Jacobi Edwards

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EXPERIENCE

AT&T - B2B Fiber Solutions Executive

January 2025 – Present

- Meet or exceed sales quota by identifying and pursuing new business opportunities and managing existing accounts.
- Maintain in-depth knowledge of AT&T's wireless, internet, and business solutions to effectively communicate effectiveness to customers.
- Prepare and present proposals, including pricing and service agreements to prospective clients.
- Maintain accurate records of sales activities, customer interactions, and forecast sales to management.
- Assess customer needs and provide tailored solutions that align with their business objectives.

Oracle - Business Development Consultant

February 2022 – November 2023

- Became proficient in excel due to daily use.
- Various channels of outreach communication daily ranging from cold calling, emailing, and social media outreach.
- Hit target of 250 plus interactions per week.
- Plans and executed customer meetings.
- Delivered product and industry presentations to customers.
- Worked with sales and class team partners daily.
- Nominated for "Exceptional Performance by a Rep" award.
- Achieved 250% of quarterly bonus

Mako Consultants - Sales Executive

August 2021 – September 2021

- Spent days going face to face with customers to sell products.
- Interacted with 50 – 70 customers daily.
- Developed and improved managerial skills.
- Resolved customer issues in a timely manner.

BLAQUE MAGAZINE - Short Story Writer

FALL 2020

- Worked with the head of the creative writing department.
- Controlled the quality, readability, and consistency of the copy as well as synchronization of tone.
- Captured brands voice and developed engaging copy and content that resonates with stakeholders.
- Developed a repository that reduced lag in the content creation process and sped up the production of content.

SKILLS

Strategic Planning
Content Creation
research & Analysis
Product/ Project Management
Cold Calling
Microsoft Office Proficiency
HTML
SEO
Wordpress
Copywriting
Social Media Marketing
Google Ads
Data Entry
Computer Literacy
Critical Thinking
Adaptability
Conflict Resolution

EDUCATION

University of Texas at Austin - BA AFRICAN AND AFRICAN DIASPORA STUDIES

