



Jerry Arguello

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Summary

I am a target driven person who enjoys a challenge. I am very committed to making a success of anything I undertake. I am hardworking, ambitious, and I understand the value of teamwork. In each job I have undertaken, I have advanced quickly due to my product expertise and my ability to provide a high level of customer satisfaction. My greatest strength is in building relationships using a consultative selling approach, and closing the sale.

Work Experience

2016-05 - Present

Business Development Manager

Pierce & Pierce Business Consulting Services

- Developed new strategies to capture market channel with new clients
- Brought new process to firm to improve growth using various marketing and communication strategies, branding the firm and attracting new clients
- Developed strategies for the firm by building corporate relationships with customers and industry/market leaders
- Utilized sales and marketing tools to create brand awareness in the market
- Improved business strategies based on customer feedback

2014-06 - 2016-04

Business Development Manager

Bicycle Technolabs Pvt Ltd

- Managing a sales team of 8
- Showing leadership in sales
- Achieving sales targets, cold calling

2012-03 - 2014-05

Business Development Manager

Handshake Web Solutions

- Closed new deals by negotiating contracts
- Improved market position and achieved financial goals
- Discovered new opportunities
- Identified new ideas by researching industry

Education

2013

MBA

State Institute of Management Technology

2010

BBA

State University

Skills

Negotiations

Problem Solving

Competitive Analysis

Target Achievement

Resource Allocation

Building Sales Teams

