

Chris Faherty

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Experienced in sales and customer service, with a strong ability to build client relationships and provide exceptional support. Proficient in computers, web, and app design, with a quick learning curve and adaptability to new technologies. Self-motivated, able to work independently or in a team environment. Currently pursuing electrical studies, bringing a dedication to learning and expanding my skill set into this dynamic field.

Authorized to work in the US for any employer

Work Experience

Site Manager

Evergreen Homes-Apple Valley, CA

October 2020 to Present

- Managed contractors to ensure smooth workflow and project timelines.
- Conducted site security checks and spot checks on contractors.
- Collaborated with the superintendent to keep projects running efficiently.

Account Manager

Shijin Vapor-Las Vegas, NV

July 2019 to August 2020

- Managed accounts, sourced leads, and grew client relationships.
- Represented the company at trade shows and promoted industry advocacy.
- Grew total sales book by 16% over 1 year

Sales Representatives

Vapetasia-Las Vegas, NV

July 2017 to June 2019

- Sold e-liquid products and expanded the customer base using Zoho CRM and Salesforce.
- Implemented social media marketing to boost brand presence.

Team Lead

Solar Power Broker-Palm Springs, CA

August 2015 to May 2017

- Developed and pitched solar systems, securing financing options for clients.
- Generated leads and provided exceptional customer service.
- Surpassed \$1 million in sales by leveraging in-depth product knowledge, conducting effective customer needs assessments, and executing targeted sales strategies.

Education

Associate's degree in Electrical Engineering

San Joaquin Valley College-Visalia - Hesperia, CA

June 2024 to Present

high school diploma

Granite Hills High School - Apple Valley, CA

September 2004 to July 2008

Skills

- Sales
- Outlook
- Marketing
- Business Development
- Bilingual
- Call Center
- Customer Service
- Customer Support
- Customer Care
- CSR
- Recruiting
- Outside Sales
- Inside Sales
- Account Management
- Cold Calling
- B2B Sales
- CRM Software
- Management
- Negotiation
- Project Management
- Sales Management
- Sales Experience
- Spanish
- Territory Sales
- Salesforce
- Branding
- Customer Relationship Management
- Upselling
- Research

- Computer Networking
- Market Research
- Salesforce (2 years)
- Sourcing
- HTML5 (2 years)
- CSS (2 years)
- JavaScript (1 year)
- Windows (10+ years)
- User Interface (UI)
- MySQL
- Git
- REST
- PHP
- SQL
- Pricing
- Application Development
- Web Development
- Bootstrap

Certifications and Licenses

Driver's License

Eagle scout

Present

Electrical License

Electrician Apprentice

License # T101531

Assessments

Customer focus & orientation — Proficient

December 2023

Responding to customer situations with sensitivity

Full results: [Proficient](#)

Sales skills — Proficient

August 2020

Influencing and negotiating with customers

Full results: [Proficient](#)

Customer service — Proficient

May 2020

Identifying and resolving common customer issues

Full results: [Proficient](#)

Inside sales — Proficient

October 2021

Understanding and responding appropriately in sales scenarios, and performing common sales calculations

Full results: [Proficient](#)

Call center customer service — Proficient

October 2021

Demonstrating customer service skills in a call center setting

Full results: [Proficient](#)

Recruiting — Proficient

December 2023

Managing the candidate sourcing and selection process

Full results: [Proficient](#)

Outside sales — Proficient

July 2020

Understanding and responding appropriately in sales scenarios, and performing common sales calculations

Full results: [Proficient](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.