**Eric Aponte**

**703-636-2279**

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***Career Objective: Remote Inside Sales With Unlimited Income Potential.***

**Over 20 Years of Sales Experience:**

**-Salesdialers CRM/Power Dialer**

**-Ringcentral Softphone**

**-Xlite Softphone**

**-Text Marketing**

**-Email Marketing**

**-Skiptracing**

**-Lead generation**

**-Multiple In House Company CRM**

**-Multiple In House Power & Predictive Dialers**

**-Microsoft Word & Excel**

**-Google Drive**

**-Closing Skills**

**-Telemarketing Skills**

**-Voice Broadcasting Experience**

**-Experience w/Homeadvisor,Porch,Networx,Craftjack Leads**

**-Cold Calling Experience**

**-In House Collections**

**-Third Party Collections**

**-Time Management Skills**

**-Detail-Oriented**

**-Google Pay**

**-Zelle**

**-Godaddy & Weebly**

**-Online Invoicing**

**Employment History:**

**Service Matters Servcies*-Fairfax, Virginia April 2013-Present***

**Position: Inside Sales**

***Results:*** I close residential service by phone generating **$4,000-$7,000** in weekly sales. Leads are from cold calling, past customer database and purchased online leads.

***Michael & Son Services-Alexandria, Virginia October 2012-April 2013***

***Position: Inside Sales***

***Results:*** I generated **$16,000-$20,000** in monthly sales over the phone for hvac, plumbing, & electrical services by crossing selling to past customer database.

***Capital Remodeling Corporation--Fairfax, Virginia January 2009-April 2013***

**Position: Senior Telemarketer**

***Results:*** I generated **3-10 leads for**  for windows, roofing, siding, kitchens, bathrooms, doors, gutters, ETC within a 4 hour shift daily.

***Southern Management Corp--Tysons Corner, Virginia February 1996-April 2001***

**Position: Leasing Consultant**

***Results:*** Awarded a **top leasing consultant** in 1997 for prospecting, sales closing, and resident retention performance.

**Position: Account Manager**

***Results:*** Awarded the **#1 bill collector** for bad debt recovery ranging from $23k-$33k per month consistently from 1997-2001.

**Education:**

Northern Virginia Community College

Sales Training At Southern Management Corporation

Student of Tom Hopkins-Scottsdale, AZ

**Award:**

**1997 Top Leasing Consultant for Southern Management Corporation,Vienna Va**

**1997-2001-#1 Bill Collector for Southern Management Corporation, Vienna Va**

**#1 Telemarketer from 2009 to 2013 with Capital Remodeling, Hanover MD**

**References:**

**Jim Ward 703-509-7777**

**Eric Fitzgerald 540-539-3146**