

MIGUEL STEHR
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EXPERIENCE
AUER, KOSS AND LYNCH
06/2020 - present

New York, NY // Internet Sales Representative

- A genuine focus on customer service
- Team Builder - Acts as a role model within the department while effectively providing feedback and earning respect as a leader
- Drive a revenue number, forecast accurately and overachieve sales targets (quota) by leading customers through a sales cycle
- Using phone, email and web conferencing, perform outbound customer demand generation, responding to incoming customer inquiries regarding their business-needs for the Primavera family of products

GRAHAM, KUPHAL AND NIENOW
06/2015 - 04/2020

New York, NY // Internet Sales Representative

- Conduct product demonstrations to interested clients via our web-based conferencing tools
- Developing campaigns to generate revenue and market awareness
- State and Local Government agency account sales experience
- Hardware solution sales experience
- Answer incoming calls, chat/call requests & incoming e-mail
- Record contacts in Lead Management System
- Convert sales opportunities to confirmed appointments or turn them to a Sales Consultant
- Make contact with assigned leads

EDUCATION

SAVANNAH COLLEGE OF ART AND DESIGN
Bachelor's in Business

SKILLS

- : Presenting votices to customers to assist hem in thet buying decsion
- Experience in automotive sales system
- Maximize sales opportunities and traffic through the internet sales department
- Adhere to scripts and talking points provided for each type of phone call initiated or received
- Record and manage prospective customer information through the CRM
- Maintain a thorough knowledge of all current marketing campaigns
- Tracking personal results including appointments, calls, sales, and engagements using CRM