

CARSON JAMES

SALES REPRESENTATIVE

(704) 682-3501 ■ tarheelkid44@yahoo.com ■ Statesville 28625

CAREER OBJECTIVE

I am a highly motivated, goal-oriented, and passionate recent college graduate determined to make a difference no matter the position. I thrive to work hard and set objectives for myself and the betterment of my career. My goal in my career is to build my portfolio with experiences that develop my skillset and allow me to provide value to my company and team members.

EXPERIENCE

SALES REPRESENTATIVE - Cellular Sales

Statesville, NC

June 2021 - Present

- Exceed monthly sales goals each month. Of the last 13 months working here I was able to hit the monthly goals 12/13 months with relative ease.
- Specialized in phone sales and account analysis for a subsidiary of Verizon through the indirect retailer.
- Trained newly hired sales team members regarding company procedures and standards.
- Attended scheduled training sessions, department meetings and company events to build expertise and promote company image.
- Sales Territory was limited to my store, but boasted the opportunity to move stores and work different regions within the state. Traveling and moving around interests me because I get to see different areas and help out more and more customers.
- Called and met with regular and prospective customers to build long-term customer relationships and networks.
- Negotiated contracts and prices with clients to exceed sales goals.
- Remained current on relevant product and industry information to provide up-to-date pricing and services.
- Developed and maintained strong customer relationships and networks within designated sales territory.
- Highlighted new products and company promotions during sales pitches.
- Used knowledge of company products and services to recommend solutions to customers.

Groundskeeper - Statesville Country Club

Statesville, NC

Summers of 2018 - 2020

- I was responsible for the upkeep of the country clubs golf course. I weedeated, mowed, edged, trimmed bushes, and did slight concrete and hard scapes (mulching, cutting down trees, and overall movement of dirt for new and improved areas of the course.
- Best part about this job was getting to speak with the members whilst being respectful letting them play while we

EDUCATION

BACHELOR'S DEGREE IN EXERCISE SCIENCE

University Of North Carolina At Chapel Hill, Chapel Hill, NC

May 2021

AA IN ARTS AND SCIENCES

Surry Community College, Dobson, NC

May 2019

ADDITIONAL SKILLS

- Account Analysis
- Goal-oriented
- Personable
- Hardworking
- Attentive to details
- Highly motivated
- Willing to travel
- Adaptable
- Quick learner
- Sports Coaching

REFERENCES

Katie Holcombe — Cellulsales
Sales Representative Work Colleague

katie.holcombe@cellulsales.com

Dalton Hefner — Cellulsales
Sales Representative Work Colleague

dalton.hefner@cellulsales.com

Nathan McGuire — Cellulsales
District Sales Leader District Leader

nathan.mcguire@cellulsales.com

Shane Harrelson — Statesville Country Club
Head Greens Keeper Crew and Maintenance Leader

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