

JEREMY CARNES

OBJECTIVE Utilize my experience in customer service and sales to be a CSR at HIBR

SKILLS

- COMMUNICATION/PEOPLE SKILLS**
- LEADERSHIP/TEAMWORK**
- PROBLEM-SOLVING/CRITICAL THINKING**
- SELF-MOTIVATED**

EXPERIENCE **DIRECT SALES, PROTECTION ONE**

April 2015-Present

- Security/Alarms industry, direct/B2B sales (contract)
- Increased sales **30%** from year 1 to year 2 (**70**)

ACCOUNT EXECUTIVE, MARKETWARE, INC

September 2014-April 2015

- Software/SaaS industry; B2B sales
- Managed a portfolio of high level accounts across the south east territory
- Proven track record of meeting and exceeding quarterly quota

DIRECT SALES, VIVINT

January 2014-September 2014

- Security/Alarms industry; direct/B2B sales (contract)
- Led all rookies in sales and overall quality (**53**)
- Held weekly trainings and meetings for team and rookies to increase production and overall skill

CUSTOMER ACCOUNT MANAGER, AARONS, INC

January 2013-January 2014

- Proven track record of creating and achieving sales goals on a monthly basis for Customer Accounts Department
- Increased total revenue by **15%** and monthly closing rates by **20%** in first 6 months

REFERENCES

SCOTT HARVEY

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JASON BERRY

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