GLEN R. VASA

Science-Based Sales® Professional

PERSONAL SUMMARY

I have always been passionate about bringing value and credibility to the table in all client/customer interactions.

During my career as an attorney, financial planner, and business owner, I have honed the skills necessary for success in a sales development role in the tech industry.

PROFESSIONAL SKILLS

Adept in: Hubspot, Salesforce, Interseller, Calendly, Zoom, Loom, and other CRMs, Lead Generation, Automation, and Productivity tools.

Business Skills: Negotiation, prospecting, qualifying leads, social media marketing, and small business management,

CONTACT INFORMATION

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CAREER HISTORY

preHIRED Science-Based Sales® Certification
August 2019
-Trained on 20+ CRMs, lead generation, sales automation, and productivity tools.
-Science-Based Sales® messaging for calls, meetings/demos, social media, and emails.
-Researched and replicated sales systems from preHIRED's Science-Based Sales® methodology.

Law Offices of Glen R. Vasa, P.C.
Law Offices of Vasa & Hutton, P.C.
Attorney/Owner, 2006-2017
-Successfully litigated many civil cases (in the areas of contract, real estate and personal injury law) in the District and Superior Courts.
-Negotiated well above-average settlements (compared to industry standards) for hundreds of personal injury clients.
-Coordinated all marketing, business development and client cultivation activities.

American Express Financial Advisors
Financial Planner, 1997-1999
-Developed and implemented comprehensive financial plans for individuals and families. focusing on clients' insurance, investment, income tax, estate planning, and retirement needs.

EDUCATIONAL HISTORY

Suffolk University Law School
Boston, Massachusetts
Juris Doctorate, 2003
-Externships in Battered Women's Advocacy Clinic and Voluntary Defenders Program.

College for Financial Planning
Denver, Colorado
Certified Financial Planner Professional Education, 1997-99
-CFP program focusing on Financial Planning Process & Insurance, Investment, Income Tax, Retirement, and Estate Planning.

Brandeis University
Waltham, Massachusetts
B.A.in Economics, 1997
-Minor in Business and Managerial Accounting