

Willie Hernandez

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Summary

Results-driven sales specialist with proven track record

Skills

closing • business development • customer relationship management • negotiation • cold calling • sales strategy • crm • lead generation

Experience

04/2020 - 11/2023

Sales Lead - Castro and Sons

- Managed portfolio of 22 key accounts
- Managed portfolio of 30 key accounts
- Achieved 102% of sales targets consistently

02/2020 - 11/2024

Sales Lead - Collier Ltd

- Generated \$101K in revenue through new client acquisition
- Developed sales strategies and presentations

09/2021 - 10/2024

Sales Lead - Flores and Sons

- Generated \$500K in revenue through new client acquisition
- Managed portfolio of 33 key accounts

Education

- Bachelor of Marketing, Lee-Coleman University (2015)
- Associate of Business Administration, Haas-Lopez University (2018)