



Christopher Nader

SALES SPECIALIST

Details

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Links

www.linkedin.com/in/christopher-nader/

Skills

Communication Skills

Sales & Customer Engagement

Ability to Multitask

Computer Skills

Fast Learner

Ability to Work Under Pressure

Work Ethic & Adaptability

Hobbies

Skiing & Outdoor Activities
Playing & Watching Football
Exploring Music & Podcasts
Exercising

Languages

English

Arabic

Profile

Sales and customer service professional with 6+ years of experience in engaging clients, solving problems, and driving business growth. Skilled in consultative selling, active listening, and objection handling. Adept at using technology and data-driven insights to optimize sales processes and improve customer experience.

Employment History

Sales Specialist, Eastlink Telecommunication, Halifax

OCTOBER 2018 – DECEMBER 2024

- Identified customer needs and recommended tailored solutions for Mobile, Internet, TV, Telephone, and Home Security products, driving sales and customer satisfaction.
- Consistently exceeded sales targets by leveraging consultative selling techniques and proactive problem-solving.
- Upsold and cross-sold products, maximizing revenue while enhancing the customer experience.
- Proactively resolved technical and service-related issues, ensuring customer satisfaction and retention.
- Managed high-volume inbound and outbound sales calls, effectively handling objections and closing sales opportunities.
- Maintained an in-depth knowledge of all products and services to educate customers and drive sales opportunities.

Hotel Receptionist, Quality Inn, Halifax

JANUARY 2017 – SEPTEMBER 2018

- Engaged with guests professionally and efficiently, delivering exceptional customer service in a fast-paced, high-pressure environment.
- Managed front desk operations, handling reservations, check-ins, and check-outs while maintaining seamless communication with departments to ensure guest satisfaction.
- Maintained exceptional attention to detail and organization, ensuring smooth operations and high customer satisfaction.

Education

Bachelor of Science in Computer Science, Dalhousie University, Halifax, NS

SEPTEMBER 2015 – MAY 2021

- Programming Languages: SQL, Java, Python
- Software & Tools: Oracle, Eclipse, SPSS
- Web Technologies: HTML, CSS
- Productivity Tools: Microsoft Office (Excel, Word, PowerPoint, Outlook)

Recognitions

- Top Sales Specialist – Selected as one of Eastlink’s top sales specialists in 2021 and 2022 for outstanding performance.
- Eastlink Employee Star of the Month – Recognized multiple times for excellence in sales, customer service, and overall contribution to the company.

References

References available upon request