

Matthew Esparza

Work Experience

Freelancer

Web Developer- Midlothian, IL

March 2018 to Present

- Developed web applications and websites using various technologies
- I prospected a list of businesses that fell into my ideal client category and spent roughly 4 hours a day cold calling business to set appointments.
- I handled all operations from creating Websites and Web Applications or managing web pages through a CMS.
- Provide marketing services towards niches for SEO, SEM and Display Advertising, while optimizing a budget for clients.

Business Development Representative

Exact Data - Chicago, IL

September 2017 to March 2018

- Learned the basics of selling and advanced my sales background reading books to self-teach myself the psychology behind sales.
- Outreach of 150+ calls, averaging 250+ every day.
- Finding client's pain points and providing them a solution /education for the data we provide.
- Micromanaged time to conduct meetings with new prospects and recurring prospects
- Reason for leaving was in attempt to start my own company in the Digital Marketing and Web Design Field.

Pest Control Technician

Platinum Pest Solutions - Midlothian, IL

September 2015 to April 2017

- Maintained high standards of customer service during high-volume, fast-paced operation.
- Prepared and maintain chemicals for daily exposure.

Administrative Assistant

Platinum Pest Solutions - Lansing, IL

September 2015 to July 2016

- Applied performance tuning techniques.
- Collaborated with other offices and territories to plan and implement new technology.
- Made recommendations on new types of treatments
- Evaluated and conducted technical and functional research and analysis on further treatments that apply to our General pest department.
- Implemented and administered advanced Microsoft administrations programs

- Education

HIGH SCHOOL DIPLOMA

Bremen High School - Midlothian, IL

May 2016

Skills

Microsoft Office, Excel, Marketing, Outlook, Scheduling, CRM (3 years), Sales, Cold Calling

Technology Proficient Additional Information Organized multi-tasker