**Matthew Alai**

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**EXECUTIVE SUMMARY**

Trilingual (English, Spanish, Italian) business student with extensive customer satisfaction and sales experience. Demonstrate strong ability to consistently exceed sales goals by prospecting, cold-calling, and networking to gain new business across multiple geographic territories. Seeking an Account Executive position to implement my innovative sales approaches and solutions in a quota-driven environment.

**EDUCATION**

**University of Central Florida, Orlando,** **FL**

Bachelor of Science in Business Administration, Marketing | **Graduating December 2023**

Dean’s List - Fall 2020, Spring 2021

**EXPERIENCE**

**Sales Development Representative** – Maitland, FL (Remote) **Jan 2021 – Present Present**

*T-Mobile for business*

* SDR for West Coast, generated high value leads for 8 working teams that compose the West Coast.
* Devised new sales techniques and implemented approaches in real time to become #1 SDR in the month of June.
* Develop rapport with clients and future potential clients to provide tailored business solutions.
* Create quality opportunities and manage funnel using: Salesforce, Outreach, Zoom-Info, and Microsoft Suite.

**Banquet Bartender**- Orlando, FL **Jan 2020 – Oct 2021**

*Jw Marriott Bonnet Creek*

* Established systems for many departments as part of the resort opening team
* Coordinate synchronized service for 1k person groups.
* Serve as POC with clients, represent the organization and brand in quality of service and crafted beverages.
* Lead team in regular meetings to discuss any emerging concerns and to relay accurate actionable information.

**Server/Sommelier**- Orlando, FL **Jan 2021 – May 2021**

*Bice Ristorante Italiano*

* Utilized knowledge to pair every high-end wine on wine list Achieving sales goals, $35k in wine sales for 2019
* Initiated weekly meetings with team to increase overall wine sales.
* Mediated with clients to propose the best possible pairing for food and drink.
* Identified opportunities daily that allowed me to place within the top 3 performers throughout employment.

**ADDITIONAL INFORMATION**

**Computer/Software Skills:** Microsoft Office Suite (Word, Excel, PowerPoint, Teams), Smartsheet, Prezi, Canva, G Suite, Slack, Social-Media (Facebook, Instagram, Twitter), Zoom