

Salomon Chocron

Sales Specialist

Personal Info

- 📍 Yavne, Israel
- 📞 052-532-5101
- ✉️ Salomonchocron@hotmail.com

Links

[LinkedIn Profile](#)

Skills

Business Development

Sales

Problem Solving

Negotiation

Analytical

Communication

Presentation

Creativity

Adaptability

CRM

Languages

Spanish

English

Hebrew

Summary

Sales Specialist with a proven record of success in business development, achieving sales targets, and driving revenue growth. Skilled in building and managing relationships with clients and partners, as well as in prospecting, negotiating, and closing sales.

Work Experience

Sales Representative B2B, Clearshift

2021 - Present

- **Business Development:** Spearheaded efforts to identify and engage potential corporate clients for wire transfer services, driving business growth.
- **Client Acquisition & Relationship Management:** Successfully brought in new customers by showcasing the superior benefits of Clearshift's wire transfer solutions, fostering long-term client relationships.
- **Consultative Sales Approach:** Provided expert guidance to clients on optimizing their financial transactions, ensuring they received the most advantageous terms through Clearshift.

Customer Retention Specialist, TOYGA

2020 - 2021

- **Account Management & Retention:** Successfully managed and retained a diverse portfolio of customer accounts, consistently achieving high levels of customer satisfaction.
- **Client Relationship Management:** Built and maintained strong relationships with existing customers, proactively addressing their needs and resolving concerns.
- **High-Volume Communication Handling:** Efficiently managed a high volume of inbound calls, chats, and emails using Salesforce CRM, ensuring swift and accurate responses to customer inquiries.

Customer Service Representative, eToro

2018 - 2020

- **Customer Account Management:** Provided accurate information and maintained detailed records in Salesforce CRM, ensuring seamless account management and customer satisfaction.
- **Issue Resolution:** Addressed and resolved product and service issues, promptly handling customer complaints to ensure positive outcomes.

- **Regulatory Compliance:** Ensured adherence to AML (Anti-Money Laundering) and KYC (Know Your Customer) regulations, maintaining compliance across all customer interactions.
- **Back-Office Support:** Enhanced overall service efficiency by supporting back-office operations and streamlining processes.

Sales Account Manager, Diamacor Diamonds, Miami, FL
2011 - 2016

- **Strategic Account Management:** Managed a portfolio of key accounts, driving long-term business success and sustained growth through strategic planning and relationship management.
- **Client Relationship Building:** Developed and nurtured strong client relationships, delivering tailored solutions to meet customer needs and enhance satisfaction.
- **Sales Growth & Business Development:** Leveraged existing networks and cultivated potential leads to drive new sales growth, expanding the company's market presence.
- **Contract Negotiation:** Led contract negotiations, securing mutually beneficial agreements that aligned with company objectives and fostered long-term partnerships.

Sales Representative, Denim Jeans Factory, Miami, FL
2006 - 2011

- **Market Expansion & Revenue Growth:** Administered sales operations across Central and South American markets, driving significant revenue growth through targeted strategies.
- **Showroom & Inventory Management:** Managed the Las Vegas showroom, overseeing inventory control and merchandising strategies to optimize customer experience and sales performance.
- **Logistics Coordination:** Coordinated import/export activities, ensuring timely and efficient logistics operations, and maintaining inventory levels to meet market demand.

Education

Master's degree - Business Administration, Metropolitan University of Venezuela
1998 - 2003

English Studies, Sant Gorge College (Toronto, Canada)
1999

'Hebrica' High School (Venezuela)
1993 - 1998