

Miguel Gutierrez

SUMMARY

Results-driven Advanced Sales Representative known for productivity and efficiency in task completion. Excel at communication, problem-solving, and adaptability, ensuring success in dynamic sales environments committed to leveraging these skills to achieve and exceed sales targets.

SKILLS

- Team Communication
- Multi-tasking
- Adaptability
- Applied Learning
- Closing Techniques
- Work Ethic
- Sales Presentations

EXPERIENCE

Advanced Sales Representative, Vector, June 2023 - September 2023

San Diego, CA

- Increase profitability and revenue by identifying customer needs and determining appropriate offering.
- Collaborated with colleagues to identify and enhance sales approaches, resulting in a boost of clientele and earnings.
- Conducted effective communication with prospective clients through phone conversations and direct meetings.

EDUCATION

Bachelor of Science

Real Estate Development. University of California San Diego, Expected in June 2027

LANGUAGES

English - Native Bilingual

Spanish - Proficient

ACTIVITIES AND HONORS

- Wrote an Economic Base Memo for a county with the intention of sending it to the county's planning director.
- Wrote a SWOT Memo with the intention of sending it to the county's planning group.

- Used Excel to read data such as employment data to create a pivot table and to calculate mortgage, NOI, NPV, and location quotient.