

TONY HOANG

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CAREER OBJECTIVE

To obtain a position with a progressive company with a happy work environment that will everlasting my career.

WORK EXPERIENCE

T-Mobile PT (HOU)

6/17 - Current Sales Representative

- Focusing on monthly quota with new customers accounts, mobile internet and business accounts.
- Opening daily registers and closing it at end of day and create deposit for next day pick up. Also weekly inventory counts.
- Turning great customers experience into sales opportunities with 5 Stars customers satisfactions.
- Daily outbound calling for referrals and new business accounts.

Central Houston Nissan (HOU)

12/15 - 5/17

Special Finance Sale

- Making sure monthly quota new and used cars achieve.
- Uncover customers needs and qualifying through probing questions.
- Provided expert knowledges on nissan autos and finance options.
- Maintain excellent customers service for referrals and business connections.

Kung Fu Kitchen (ATX)

07/13 - 10/15 Owner

- Provide fresh high quality foods for the general public, catering and events.
- Managing food quality, truck operations and employees daily businesses.

- Daily successfully managing food quality, truck operations and employees to run smooth.
- Building long term relationship with customers and business around the area to bring in profit revenue.

T-Mobile (ATX)

12/11 - 10/13

Sales Representative

- Focusing on monthly quota with new customers accounts, mobile internet and business accounts.
- Opening daily registers and closing it at end of day and create deposit for next day pick up. Also weekly inventory counts.
- Achieved sales goals through building rapport with walk in customers, and following up on all leads through personal phone calls
- Generate new customers by providing excellent customer service and requesting referrals.

JP Morgan Chase (HOU) Sale Banker

10/09 - 09/11

Finance

- Inside Sales, Grow B2B sales by adding one vertical market after another.
- Brought on board to maintain Vietnamese Accounts and opportunities.
- Promote products to Consumer and Business (Merchant Services, Payroll, Online etc.)
- Led branch in Merchant Sales, Investment Referrals and customers satisfactions.

Verizon Wireless (HOU)

01/06 - 10/09 Sales Representative

- Inside Sales and Outside Business to Business.
- Achieved over 125% of each fiscal year sales quota during tenure.
- Consistently meeting and exceeding monthly high tiers, data, accessories and aircards goals.
- Vertical Marketing, Account Maintenance, Up-selling and exploring every opportunity that walks in the door.

Cingular Wireless (HOU)

9/01 - 12/06 Sales Representative

- Inside Sales representative and Inventory Manager jobs.
- Consistently exceeded monthly sales quotas by 15 percent each month.
- Build a loyal clientele through referrals, and vertical marketing.
- Dealt with monthly sales quotas resulting in incentives.

Available Upon Request