Matthew Aistrop

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#### OBJECTIVE

To obtain a position in Inside or Outside Sales

#### SALES SUMMARY

Background includes proven experience in teaching, recruiting, business development in highly competitive, customer-oriented industries, public relations, inside and outside sales, administration and customer service. Excellent at establishing a reputation for developing new business, overcoming client objections, utilizing strong selling/closing techniques, and building profitable relationships. Additional strengths include:

- account development/management - sales presentations - customer service

- client relationship building - closing skills - networking

- marketing/advertising - overcoming objections - cold-calling

- creative prospecting - referral source development - continuous follow-up

# EXPERIENCE

*2017 – Present*

**UniFirst Corporation**

*Account Executive*Acquire new business accounts in specified territory. Develop sales strategies and maintain high productivity levels. Call on businesses in person, from major corporations to small companies. Conduct presentation meetings with potential clients as needed. Negotiate sales contracts and oversee new account installations.

*2015 – 2017*

**Holiday Inn Club Vacations**

*Elite Line Sales Representative*

Provide answer to questions and concerns of prospective clients regarding potential ownership. Advise prospective clients about services and benefits of Holiday Inn Club ownership. Assist prospective clients with financial solutions in order to obtain ownership with Holiday Inn Club Vacations. Provide weekly, monthly, and quarterly sales reports on meeting company goals and standards.

*2012-2015*

**Bluegreen Corporation**

*Owner Services Representative*

Provide answers to questions and concerns of existing clients regarding their current ownership. Advise existing clients with upgrading their current ownership by informing them of new opportunities with Bluegreen. Assist clients with financial solutions in order to take advantage of new opportunities with their ownership.

*2004****-****2010*

**Comcast**

*Account Executive*

Business to business sales. Sell voice, data and video solutions to business accounts. Contacts and visits commercial customers throughout territory to review current service. Solicits customers through telephone and in person presentations. Recommends upgraded services, quotes rates and writes order. Explains usage and support available of service. Confers with engineering department to ascertain feasibility of installing service and to determine installation date. Generate monthly sales reports, successfully manage multiple priorities and assignments with a capacity to approach problems effectively, maintain excellent productivity, and meet or exceed sales goals.

### EDUCATION

### Pellisippi State University

**Knoxville, TN**

Major: Business & Marketing