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Oneill Taylor

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Work Experience

Business Development Manager

01/2020 to Present

Brilliance LED

Southern California

- Manage and grow sales in the Southern California region
- Building relationships with key stake holders
- Establishing new relationships that drive business
- Providing customer service and trouble shooting
- Managing projects from start to finish
- Creating proposals and pricing for new business
- Prospecting through cold calls, emails and networking
- Integrated Zoom with company s sales process
- Trained company on zoom features and virtual sales basics
- Created process and policies for zoom integration
- Partnered with marketing to create virtual sales content

Assistant Sales Manager

01/2015 to 01/2020

McNichols Company

Cerritos, CA

- Managed the West region with (40 employees)
- Trained sales staff and provided coaching when needed
- Participated in recruiting activities to help bring in new associates
- Observed inbound and outbound calls and provided feedback and assisted in closing those deals
- Qualified certain projects and priced the deals as needed
- Worked with marketing on key strategies for the West region
- Managed top 200 accounts (grow their sales)
- Record setting year in 2018 and 2019 Top Sales in Company

Business Development Representative

02/2010 to 09/2014

Wells Fargo

Irvine, California

- Awarded the top banker award for 4 quarters in a row
- Assisted my Business clients in reaching their profit goals, streamlining cash flow and lowering fixed financial cost, while allowing them to gain expert services from a great banking institution. Specific areas of expertise include : establishing a business, commercial loans, setting up accounts(checking/savings), insurance, business lines and loans, equipment loans, insurance, merchant, payroll, etc.
- Generated Business by cold calling leads from various sources
- Provided excellent customer service
- Made sales calls on current clients and non-customers to gain new business in Irvine and Tustin

Skills



Google Ads marketing - 1 year

Facebook marketing - 2 years

Web Design (HTML, CSS, Javascript) - 1 year

Database Query SQL - 1 year

Sales Management - 5 years

Marketing - 5 years

Team Coaching - 5 years

Communication - 10+ years

Sales - 10+ years

Customer Service - 10+ years

Education



California State University of Fullerton

Bachelor's

Business Information Systems

Fullerton

09/2012 to 04/2015