

Clifton London

Sales Representative

Brooklyn, NY 11203

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718-255-9454

obtain a fulltime position in sales or marketing with the opportunity to grow.

Work Experience

Sales Representative

Weaver & Tidwell - New York, NY

2017 to 2018

- Cold called investment advisors and brokers nationwide
- Pitched and sold full compliance services, including Sec and Finra audit representation, that were positioned as annual subscriptions that were paid monthly

Sales Representative

Yodle Inc - New York, NY

2014 to 2016

- Sourced & cold called leads B2B to set appointments
- Pitched and sold search engine optimization technology
- Monthly sales leader ranked amongst top 10% out of 400 representatives

Outside Direct Sales Rep

Appco Group Us - New York, NY

2010 to 2013

- Sold child sponsorship subscriptions by canvassing door to door
- Responsible for hiring and training of new sale representatives
- Developed & implemented strategies for territory based on demographics & opportunity
- Kept/maintained daily records of team performance with a constant emphasis on goal setting amongst individuals
- Directly responsible for building the team that would promote my training manager to partner in the company.

Sales Representative

Credit 911 - Brooklyn, NY

2009 to 2009

- Sold credit repair solutions to prospects over the phone
- Provided consultations for credit repair and assisted customers in settling judgements & paying off liens

Sr. Loan Officer

Fidelity Borrowing LLC - Garden City, NY

2004 to 2008

Built & trained & managed a sales force that averaged 100k monthly commission

- Created sales pitches for my cold callers and loan officers at every stage of their tenure.
- Originated/closed residential & commercial real estate purchases and refinances
- Managed payroll for teams based on draw vs commission structure
- Ranked #1 loan officer in the firm during Summer/Fall 2007

Education

Associate in Business and Marketing

Lehigh University

High school

Paul Robeson High School - Brooklyn, NY

Skills

- Customer Service
- Management Experience
- Financial Services
- Cold Calling
- Sales Experience
- Growing Experience
- Telemarketing