

OBJECTIVE Seeking an opportunity in Professional Sales & Marketing where I can utilize my enterprising mindset along with my outgoing, amiable and poised character.

EDUCATION **Bachelor of Science, Sports Management** - Jan 2019. St. Thomas Aquinas, Sparkill, NY
Course work in: Principles of Marketing, Speech Communications, Business Management Team Sports-Four years college Baseball

EXPERIENCE **Yelp Inc. - New York, NY**

Sales Account Executive-February-April 2020

- Collaborated with current and potential small business owners to identify needs before proposing specific solutions.
- Key part to a record breaking team contributing over \$150,000 in revenue for Yelp in month two of training.
- Recorded and maintained sales prospects and sales data continually and accurately within salesforce.
- Mastered and constantly improved in sales techniques, including prospecting, proposals, exceptions, objections, closing, follow-ups and upsell.
- Attained deep and thorough knowledge of company's products and solutions to help accomplish mutual success and partnership between buyer and seller.

BEAST Athletic Facility-Commack, NY

Head Baseball Coach, Recruiter, Hitting Instructor & Receptionist-May2018-Present

- Serves as a baseball coach and recruit players for travel teams and an athletic facility. Promoted my own talents as a baseball coach.
- Solicit players from other organizations using research and forms of outreach/networking. With salesmanship skills, I engage in conversations with parents to recruit players (15 to date).
- Promote personal "business" as a private instructor, facility fee arrangement (Owner of BEAST).

Castl120 LLC, East Northport, NY

Summer Intern-May-August, 2019

- Contacted clients to obtain information and process online applications for investment products.
- Handled incoming and outgoing correspondence for promotional activity.
- Preparation of various materials and investment kits for seminars.
- Utilized computer software to assist in reconciliation of client accounts.

SKILLS Salesforce, Account Management, Budget Management, Word, Excel, PowerPoint, Outlook, Google Docs, Instagram, Facebook, Twitter

References available upon request.
