**Kevin Gallagher**

3031 Magee Avenue

Philadelphia, PA 19149

215-331-2721

k.gallagher100@yahoo.com

**SUMMARY:**

Over 20 years of experience as a Sales Professional. Consistently successful in launching new and updated programs. Proficient in Microsoft Word, Excel, and PowerPoint and Salesforce. A hunter mentality and results driven persistence to achieve monthly quotas.

**EXPERIENCE:**

2/2020 to Present **Orkin Pest Control** Philadelphia

**Outside Sales Representative / Inspector**

* To prospect and set assigned and creative appointments, through cold calling, and utilizing lead sources within the Orkin system.
* To provide full home inspections, to analyze and present services to solve customer’s Termite, rodent, or insect issues.
* To close business and provide follow up, to include asking for referral business.

9/18 to 11/19 **Express Employment Professionals**

**Outside Sales Representative** Philadelphia

* To prospect and sell Temporary and Direct Hire recruiting for Clerical, Administrative, and Front Desk positions in the Philadelphia Center City area.
* To set face to face presentations by utilizing email, telephone, and walk in prospecting efforts.
* To maintain Q4 in-house database of prospecting results and future recommendations for closing the sale.

4/18 to 8/18 **Independence Blue Cross** Philadelphia

**Customer Service**

* To provide the service of informing members about their Medicare healthcare programs.
* To research industry and personal information in a professional manner.
* To note detailed information on each call through a Highmarks software program.

4/17 to 11/17 **Electronic Merchant Systems** Bala Cynwyd, PA

**Outside Sales Representative**

* Prospect and sold Merchant Credit Card processing programs to small and medium size businesses
* Face to face presentations with business owners to review and various cost savings and business strategies.
* Sold Cash Advances. FLOK on-line advertising, and Website Development.

10/15 to 5/16 **Hibu** Conshohocken, PA

**Inside Sales Representative**

* To prospect small to medium size companies nationwide for enhancement of their on-line presence. Sold new websites and SEO marketing programs that will place customers at top of search engines. learned and understood prospect’s business in order to offer a consultative approach to growing the business. Sold pay per click and display marketing.

2/15 to 8/15 **Comcast** Horsham, PA

**Inside Sales Representative**

* Sold Comcast Business services to small and medium size business located in Southern and Midwestern states
* Exceeded monthly sales quotas by 135% for the sales of Telephone, Internet, Television services
* Made inbound calls and resolve customer service issues

03/12 to 12/13 **Citizens Bank** Philadelphia, PA

**Banker II**

* Responsible for the sales of new accounts, such as Checking, Saving, Money Market, Certificates of Deposit.
* Responsible for the sales of personal Home Equity Loans, Lines of Credit, Mortgages, and set appointments for investments.
* Prospecting local companies to set a date and time to introduce our banking services to their employees and customers.
* Customer service, problem solving the customer’s banking needs.

5/11 to 03/12 **Philadelphia City Paper** Philadelphia, PA

**Outside Sales Representative**

* Sales to prospect business for print advertising through telephone cold calling, emails, and walk-in visits.
* Sold print advertising in the largest read free paper in Pennsylvania.
* Met and exceeded revenue quotas as much as 150% on a monthly basis.
* Maintained existing relationship with customers for ongoing referral program.

8/08 to 3/09 **AT&T Yellowpages.com** Philadelphia, PA

**Outside Sales Representative**

* Sold to prospect business for on-line advertising through telephone cold calling, emails, and walk-ins visits.
* Designed, created, and presented 12-month advertising programs
* For business which include Yellowpages.com listing and website development.
* Solicited and presented website promotion programs, through guaranteed results program with Google, Yahoo, Dogpile, and other major search engines.

3 / 08 to 8/08 **Trenton Times** Trenton, NJ.

**Outside Sales Representative**

* To prospect and sell advertising to Retail, Hospitals, and Real Estate offices in the Hightstown, West Windsor, Mercer County Area of New Jersey
* To design and create advertisements and advertising strategies for ongoing business development.
* To solicit promotions and product awareness through face-to-face presentations, telephone cold calling, and emails.
* To promote and sell NJ.com online services as an alternative to print advertising.

**EDUCATION:**

Drexel University, Philadelphia, PA.

B.S. in Business Administration

Major: Marketing

Completed: AT&T Yellowpages.com three-week Sales Training Program

**SOFTWARE:** Microsoft Word, Microsoft Excel, Microsoft PowerPoint