

# MACKENZIE CARTER

## Sales Consultant

✉ mcarter@email.com

☎ (123) 456-7890

📍 San Antonio, TX

in [LinkedIn](#)

## WORK EXPERIENCE

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### Sales Consultant

#### Maraki Solar

📅 May 2020 - current 📍 San Antonio, TX

- Provided 10K+ clients with Maraki Solar product information surrounding its proven benefits
- Identified prospects with company checklists for ideal buyers, improving sales by 40%
- Established strong working relationships with 50+ corporations, collaborating on projects across the nation
- Coordinated product unveilings for clients, increasing sales by 7%

### Marketing Intern

#### Knights Worldwide

📅 January 2020 - May 2020 📍 San Antonio, TX

- Achieved 2 viral social media campaigns, resulting in a 1000% increase in website traffic during April 2020
- Crafted tools to gather customer feedback, including email polls, surveys, and questionnaires, instituting Amazon gift card rewards that drove engagement by 11%
- Conducted admin duties, including answering phones and recording minutes for meetings
- Restructured marketing material pitches and organization, boosting sign-up rates by 3%
- Collaborated with 4 interns to provide company-wide presentations on marketing results

### Office Assistant

#### T3Chiropractic

📅 August 2016 - January 2020 📍 San Antonio, TX

- Greeted patients within 11 seconds of clinic entry, ensuring patients felt welcomed, relaxed, and unrushed
- Conveyed a general outline of services and procedures to prospective patients, answering 90% of questions and referring specific medical question to the chiropractor on duty
- Generated schedules, ensuring 0 instances of double bookings
- Crafted content for marketing, increasing potential patient reach and increasing first appointment booking rates by 6%
- Overhauled front desk operations, incorporating Zoho CRM

## EDUCATION

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Bachelor's of Science

Marketing

#### University of Texas

📅 August 2016 - May 2020

📍 San Antonio, TX

## SKILLS

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- Presentations
- Salesforce
- Call closing
- Customer rapport
- Marketing trends
- Traditional lead-generation