Deanna C. Haas

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**SALES. NEGOTIATOR. CLOSER.**

* Consistently surpasses sales quota through aggressive prospecting, relationship building, deep product knowledge, and five-star customer service
* Seeking to maximize sales for a company that encourages employee growth and advancement

**HIGHLIGHTS**

* 10+ years of sales experience
* Strategic thinker able to create new revenue streams, accelerate business growth, and navigate obstacles
* Quick learner able to understand, communicate, and sell new ideas and products across various industries
* Thrive in both independent and collaborative work environments

**EXPERIENCE**

**Account Executive** | Happyfox Inc. | Irvine, CADec 2016–Present

* HappyFox is a fast-growing cloud-based startup providing customer support and help desk products
* Complete approx. 7-8 demos per days walking through our Happyfox help desk and Chat product
* Top sales person last 3 months since starting with the company
* 47% conversion from trial to sale, while average is 33% conversion

**Enterprise Sales** | Zillow | Irvine, CA & Seattle, WAMay 2014–Dec 2016

* Promoted to an In-Market Enterprise Sales Executive managing the Southern territory
* Sold largest deal in Zillow.com history in August of 2016
* Awarded top in-market closer for 2015
* 2nd month on new team hit 250% of monthly quota
* Consistently hitting at least 150% of quota month after month
* Travel throughout the US to conduct meetings with major real estate brokerages/public speaking engagements at trade shows and events as the primary company representative and featured speaker of Zillow
* Travel to real estate and tech trade shows across the country – top sales executive at each trade show amongst my team
* Topics range in presentations and meeting from Zillow 101 - covering all aspects of the site, lead conversion techniques and various online advertising topics while still engaging agents about the Premier Agent Program and other products within the Zillow and Trulia product line.
* Conduct one on one interviews with top producing real estate agents & brokers across the nation

**Inside Sales** | Zillow | Irvine, CA

* Cold Call 150-200 new prospective clients per day to sell specific marketing areas
* In the first month on the phones in August 2014, consistently hit 120-200% of quota
* Maintain 200+ client accounts
* Consistently maintained top 3 sales rep on my team
* Created pricing tool that has been disbursed throughout company

**Asset Manager**| Old Republic Default Solutions | Orange, CA Feb 2103–Feb 2014

* Manage over 300 Bank of America assets and agents utilizing the Equator system
* Managed all communication between client (BofA) and internal team
* Implement training material to add efficiency and overall production to the Asset Management team
* Assist closing team in follow up with BAC closing companies and necessary items to close as an extra step to ensure a quick close
* Team lead promotion which lead to additional bonuses affected by entire sales team & company productivity on top of my individual commission plan

**Asset Manager**| Skyhill Financial Services| Huntington Beach, CA Oct 2011–Feb 2013

* Manage over 300 Bank of America assets and agents utilizing the Equator system
* Lowest acquisition to close in the company with 145 day average
* Manage the assets under $50k in each AM portfolio to ensure the correct strategy is being used to ensure quickest liquidation of each asset

**Asset Manager & Quality Control Manager**| Auction.com| Irvine, CA Nov 2007–Oct 2011

* Managed aged inventory ensuring property disposition is completed within standard time lines holding less than 10% of assets listed over 90 DOM
* Single handedly managed the Neighborhood Stabilization Program (NSP) for the Bank of America Portfolio, increasing NSP sales by 75%
* Top 5 closing Asset Managers each month since hitting goals of 115% of scheduled closings
* Closed between 91%-102% of scheduled closings each month
* Develop, implement, and maintain effective Quality Control policies and procedures to comply with investor, and internal requirements to help set a higher standard of business for our RDS/RCR

**EDUCATION**

**Fullerton College** | Fullerton, CA 2002

* Major: Liberal Studies & early childhood education major

**REFERENCES**

* Janet Hamada | Personal Friend of 20+ yrs. | (714) 381-8630
* Tamara Buzzetta| Previous Co-Worker | (954) 732-0689
* Karlie Borzansky | Previous Co-Worker. | (949) 338-8275