

## Experience

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### Senior Sales Representative

#### Nu Look Home Design

**Jan 2019 – Present**

- Meets & exceeds monthly and quarterly goals set by my managers
- Demo various products as requested by the client
- Calculate specifications and cost of material for construction
- Negotiate the final numbers and close the sale
- Close rate of 34%, averaging 2 sales a week
- Generate leads and new business with referrals from current clients
- Sales Person of the Month (highest net sales)

### Director of Sales and Instruction

#### Piedmont Golf Club, VA

**Sep 2017-Oct 2018**

- In charge of teaching entire division
- Provided documentation to fulfill new members joining program
- Grew book of business from \$10,000 to \$50,000
- Outbound call management to perspective club members about programs within the division
- Trained assistants to assist with camps

### Certified Personal Coach

#### Falls Road Potomac, MD

**Feb 2017-Sep 2017**

- Managed a book of business of 100K within the division program
- Created new business by referrals
- Executed over five clinics a week and had over 75 number of students
- Worked in the pro shop handling finances and transactions

### Certified Personal Coach

#### GolfTEC, Woodbridge/East Brunswick, NJ

**Jan 2014-Oct 2016**

- 300,000 in sales in three years
- Help run GolfTEC sponsored events (Multiple Chamber of Commerce events, and private events)
- Called leads to try to convert them into demos
- 75% close rate on demos sold, 60% was Nationwide average
- Outbound call management to perspective new members about programs

## EDUCATION AND COURSE WORK

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### Golf Academy of America      Myrtle Beach, SC

Golf Operations Business and Sales Management

#### Related Course Work:

- Business Management
- Microsoft Office & Computer Science
- Accounting
- Verbal Communication Skills
- Marketing, Advertising, Promotions and Sales
- Business Writing