

PROFESSIONAL PROFILE:

- Personable and punctual outgoing sales associate with positive attitude. Consistently professional image with client base, co-workers, employees, groups, and professional sales community.
- Demonstrated ability to deliver “on-time” sales standards. Proven capacity for meeting sales production goals relative to sales plan. Recipient of sales recognition award as sales associate of the week during tenure with Comcast.
- Successful qualities as sales associate: Works responsibly in time-sensitive environment. Ability to demonstrate feature and benefits of product systems to varied customer base.

EMPLOYMENT HISTORY:**Security & Cloud Focused Mid-sized MSP -** (Business Development Associate)
2017-Present

- Prospecting and targeting decision makers in companies within our company's ideal customer profile.
- Uncovering hidden objections and pain points to position our managed services accordingly
- Marketing and promoting managed services such as general IT services, Microsoft Office 365, cybersecurity, and other general tech support services.
- Scheduling tech consulting appointments to bring in new clients to our organization.

Shipping & Manufacturing Company - (Inside Sales Coordinator) 2016

- Promoting and positioning ocean and air freight services to the east coast and southern markets.
- Handling and assisting existing accounts with ocean and air freight shipments.
- Creating promotions and marketing materials to emphasize benefits of Transcon's service.
- Updating and storing customer information for records.
- Emailing ocean and air freight rates to leads.

Title Loan Services - (Sales Associate) 2016

- Managing title loan applications and assisting applicants with required loan documents to complete their funding.
- Reviewing loan documents for eligibility of the loan.
- Positioning competitive advantages of our loans to give applicants a sense of urgency.

Comcast - Chicago Markets (Direct Sales) 2014 –2015

- Surveyed residents to uncover hidden objections and issues with their current cable, Internet, and Security Systems
- Demonstrating product services and features and explaining competitive advantages of the services.
- Follow up with customers to ensure order accuracy, timeliness of installation, and overall product/service satisfaction.

EDUCATION

Graduate: Murray State University, (Murray Kentucky)

05/201

3 Bachelor of Arts in Business Administration

- Murray State University Business and Management Club / Member
- Murray State Environmental Club / Treasurer
- Joliet Junior College History Club / Treasurer
- Political Leadership Campaign Manager