

TIMESHARE SALES

Summary

I am extremely confident that my skills, mentorship, education and experience will set me apart from the rest. Many would describe my character as someone who is always dedicated to the project at hand and willing to go the extra mile. I've managed large projects and provided meticulous attention to organizational processes and correct flaws when/if they occur.

I am searching for a lucrative career in Sales as I have embodied the skill to connect with people, ask the right questions and find the need and desire for the product or property. Â

Currently living in Brickell and originally from NYC. Searching for a great company where I can contribute exceptional sales, work ethics, creativity and leadership.Â

Highlights

- Sales and marketing
- Skilled multi-tasker
- Team player
- Microsoft Office
- Knowledge of leasing and market conditions
- Fast learner
- Personable
- Quality assurance and control
- Results-oriented
- Contract management
- Relationship building
- Detail-oriented
- Excellent communicator
- Member of The National Association of Realtors
- National account management
- Established track record of exceptional sales results
- Excellent communication skills
- Energetic
- Resolution-oriented
- Well-versed in contract law
- Effective Retail Sales Manager
- Social media savvy
- Start-up experience
- Large cash/check deposits expert
- Invoice processing
- Highly professional
- Proficient in Microsoft Office

Experience

05/2016 to Current

Timeshare Sales Company Name i¼ City , State

Presentation of the Wyndham Vacation Ownership product to pre-qualified potential new owners and guests.

Generated exceptional sales through initializing transactions and utilizing proper closing techniques.

Provided follow up with each new owner to ensure ultimate customer satisfaction.

10/2015 to Current

REALTOR Company Name i¼ City , State Rent, buy, or sell property for clients. Perform duties, such as study property listings, engaging with prospective clients, accompany clients to property site, discuss conditions of sale, and draw up real estate contracts.Â

11/2014 to Current

FOUNDER/CEO Company Name i¼ City , State

Start-Up Motor Coach Transportation Company. We provide luxury transportation for Hotel, Stadium and Convention Centers in Miami.

Specifically we transfer large groups of 50 people or more to their corporate events, team building outings, sporting events and more.Â

Managed wide variety of customer service and administrative tasks to get the business up and running properly with all licenses, insurance, capital and loan programs

Informed customers about sales and promotions in a friendly and engaging manner.

01/2010 to 10/2014

FOUNDER/CEO Company Name i¼ City , State

Excelled at arranging outrageous, one-of-a-kind experiences such as deep sea Shark Diving, Exotic Car Rentals, Luxury Vacation Home

Accommodations, Luxury Yachts, Jet Charters and Events. Created sales pitch for Sales team and lead team from 30 to up to 200 sales per day.Â

Conduct all PR, Sales and Client Relations. Mentored and trained sales team.Â

03/2006 to 09/2009

Contracts Project Manager Company Name i¼ City , State

- Site consisted of 86 Whole Ownership Residences (Price Range: \$1M - \$17M) and 212 Fractional Ownership Residences (Price Point: \$100,00 - \$550,000 for a 1/12 Interest) Direct supervision of the Contract Supervisor and indirect supervision of the Contracts processing team along with supervision of support to sales and marketing team.
- Timely notification to sales executives and follow through on special circumstance, cancellations, defaults.
- Effective training of contracts processors regarding procedures, policies and responsibilities of contracts processing personnel, as well as any legal requirements regarding accepted contracts at point of sale.
- Enforcement of any procedures established to ensure all contract documents are completed correctly by sales executives.
- Provided leadership and supervisory direction to administrative support personnel for sales executives and sales management.
- Monitor owner/sales executive assistance quality, procedures and methodology in Quality Assurance Department.
- Problem Solving, Account Management, Client Relations, Sales closer, customer service/sales, People Management, Accounting Principals and Practices,.

01/2005 to 03/2006

Contracts Manager Company Name i¼ City , State

- Hired and directed processing team for company's largest conversion project of 848 units Directed team to prepare all condo documents

and purchase contracts according to standard.

- Liaison between escrow company, bank, appraisers, customer and the developer Planned initiatives and developed workflow for positive results including overall corporate sales One-on-One Consultation with customers regarding their purchase contract.
- Unit walkthroughs Provided on-site technical support to server structure due to technical career history.

01/1999 to 11/2004

Project Manager Company Name i¼ City , State

- Negotiated Voice & Data contracts with clients and fortune 500 service providers.
- Developed new business procedures and adjusted business plan to reflect effective sales results Hired and developed a technical and sales savvy work force.
- Coached and trained employees to follow business procedures.
- Responsible for large percent of firm's revenue growth in 2000 - 2001 fiscal year.
- Exceptional project management delivering workflow and managing developers with project direction.
- Awarded #1 in Sales by NTT/VERIO in 2001.

Education

2000

Business Administration Pace University i¼ City , State

1996

High School Diploma : Marketing Murry Bergrau HS for Business Careers i¼ City , State , USA

Languages

English Fluent

Spanish Beginner

Skills

Sales, Sales Management, Staffing, Workflow, Account Management, Accounting, Administrative Support, Business Plans, Consultation, Contracts, Conversion, Client Relations, Customer Service, Invoicing, leadership, legal, People Management, Managing, Marketing, Marketing Manager, Excel, Policies, Problem Solving, Project Management, Quality, Quality Assurance

Affiliations

Member of The National Association of Realtors