

SALES

Summary

- Bilingual Account Executive with over 15yrs of experience
- Experienced managing up to 120 Retail Wireless Doors for Corporate Indirect Channel
- Over 20yrs of successful sales leadership, highly reliable self-starter; can be counted on to complete assignments without supervision
- Consistently achieved high ranked performance in every position held
- Highly developed interpersonal, communication and analytical skills
- Experienced with Metrics/Market Analysis/Forecasting/Salesforce/SaaS

Highlights

- Prospecting and cold calling
- Strategic account development
- Exceptional customer service skills
- Bilingual Spanish
- Strong solution driven, problem solving skills
- Strong communicator

Accomplishments

- Top Sales Producer July 2014 1.8M sold
- Over 3M in volume sold within the past 6months
- Verizon Top Producer Los Angeles Territory Development 2005/Irvine
- Verizon "Best of the Best" (West Area) Top 100 Employees 2004/Irvine
- Verizon National West Area "Winners Circle 2003" /Irvine
- Sprint PCS Chicago area Top Producer Sales Excellence Award 2000
- Sprint PCS Illinois/Wisconsin Excellence Sales Award 2000
- Presidents Club for Sprint PCS Chicago and Los Angeles Markets 2000 and 1999

Experience

Sales

November 2014 to Current Company Name i¼ City , State

- More than 20years of going above and beyond client expectations, providing sales training for thousands of clients within fortune 500 corporations.
- Exceeding sales goals year after year, almost 3M in sales volume in 2014, I am honored and excited to expand my knowledge into the International field in sales.

Sales

July 2013 to October 2014 Company Name i¼ City , State

- Top Producer in July 2014 1.8M in Sales Volume
- Earned CIPS certification (Certified International Property Specialist) licensing covering 40 countries to accommodate client needs looking to purchase outside the US or International clients looking to purchase within in the United States.

Sales

March 2011 to July 2013 Company Name i¼ City , State

- Real Estate Investments Portfolio Manager for local, national accounts
- Provided training for Real Estate investors, first time home buyers
- Provided market analysis, forecast, problem solve, enable a smooth transaction.

Sales

November 2006 to March 2011 Company Name i¼ City , State

- Over 2 million in volume sold within first year
- Generate leads and referrals through prospecting, cold calling, networking Provide training for Real Estate investors, first time home buyers,
- Provide market analysis, forecast, problem solve, enable a smooth transaction.

Territory Field Representative

August 2009 to February 2010 Company Name i¼ City , State

- Business development, managed a portfolio of up to 120 account doors
- Exceeded monthly sales quota objectives by acquiring and managing small to medium sized businesses.
- Provided training for businesses, customers enabling a smooth transition to support team and reduced churn.

Indirect Account Field Representative

November 2002 to October 2006 Company Name i¼ City , State

- Corporate Indirect Operations Training and Indirect Account Management Training completed in 2004 2005 2006 Irvine CA Campus

- Corporate Project Operations Training and Project Account Management Training completed in 2007, 2008, 2009 in VR, C&I Campus
- Business development, sales/product training, metrics/market/competitive analysis, sales, special events, trade shows, generating leads by cold calling, relationship building and networking
- Provided training for new accounts, provided problem solving training, retention training and training on reducing churn, enabling a smooth transition to the internal Verizon support team.

Retail Sales Representative

December 1999 to December 2002 Company Name i¼ City , State

- Multiple Awards for Sales Excellence, Customer Service and Top Sales Producer,.
- Recommended wireless solutions to new and existing accounts
- Provided training to new accounts, new customers including sales training for new employees.

Education

State License : Real Estate Sales , 2006 Austin Institute of Real Estate i¼ City , State

Business Building, Marketing and Real Estate Sales

General Education/ Communications Purdue University i¼ City , State

General Education/ Communications

Communications/ Marketing Long Beach City College i¼ City , State

Communications/ Marketing

Skills

Account Management, Customer Service, Strong Sales Experience, Bilingual

Professional Affiliations

Board of Directors for Family Link Kids Adoption and Foster Care Austin/San Antonio TX (Legacy Ranch)

Board of Champions for Children

GACC (Greater Austin Chamber of Commerce)

YHAPAA (Young Hispanic Professionals Association)

AYREP (Austin Young Real Estate Professionals)

Texas Association of Realtors National Association of Realtors Austin Board of Realtors

Young Execs of Austin Charity Bash/Young Professionals philanthropist organization

Downtown Alliance

Hill Country Outdoors

Las Comadres Para Las Americas Organization