

Objective

A rewarding position in a research environment with an opportunity to refine my skills and knowledge to contribute to company goals

Experience

Electronics USA, Anytown / Othertown, CA 2008 to 2010

Home Theater Sales / PC Senior Sales Associate

- Recognized for outstanding sales results of HDTV Calibrations and Services for 3rd QTR 2009; ranked 3rd out of 987 stores.
- Assisted in managing sales department, developed and ensured completion of internal sales reporting, sales record analysis.
- Maintained sales team statistics and work schedules for 8 employees, while training and coaching new and existing sales associates in sales techniques, dealing with unsatisfied customers, and troubleshooting various problems.
- Developed close and personal relationships with clients to ensure customer loyalty and retention.
- Created and nurtured a well-balanced, diverse, focused team through motivation, leadership, training, and establishment of sales process as the foundation for department's success.
- Trained staff in new programs, policies, computer updates and product information.
- Delivered sales presentations, seminars and training classes to clients and staff.

MortgagesRus, Anytown, CA 2007 to 2008

Senior Loan Officer

- Supported management team through analysis of real estate and loan operations.
- Conducted sales training seminars for loan officer personnel and support staff.
- Interviewed applicants; analyzed credit information; recommended various types of consumer loans and finance products.
- Reviewed and analyzed loan transaction packages for preliminary approval or denial in accordance with bank guidelines.

Finance Inc., Anytown, CA 2006 to 2007

Loan Officer

- Assisted customers with determining financial needs and recommended appropriate credit solutions.
- Worked cooperatively with lenders to maintain account relationships and expanded market share.
- Managed sales and coordination of financing for residential property sales transactions, single family homes, income properties, and condominiums.

Education

This College 2010-2013
Web Development

University of CA 2001
Business Management

That University 1996
Music Engineering