

Resume Passion

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Forever Surpassing Expectations • Above Average Revenue Boosts • A Salesman of Integrity

Catalyst for change boldly going where no Salesman has gone before in terms of persuasive techniques

Sales Development | Sales Consultant | Sales Account Executive | Call Center Salesman



History of boosting revenue for businesses solely focused on sales, precisely what the foundation of a company is built. Also known for disrupting the usual salesman persona with an analytical mindset equipped to utilize the most effective techniques to convince each potential buyer.

While at *Prestige*, I stepped outside of the box and consistently showed up each day, resulting in \$1,000 my 1st week and \$2,000 my 2nd week at the company. These successes translated over into scoring \$200K+ throughout the duration. Based upon my ability to obtain payment on 90% of the cases touched at *Corporate Clients*, I consider myself an expert in dealing with high-risk accounts and turning around society's per perception regarding the typical Sales Guru.



Career Highlights



- 20+ Monthly Subscribers to Tactics Trader Program utilizing sales techniques.
- Garnered 2,000+ Facebook followers in 6 months by strategic marketing.
- Acquired 150+ steady Life Insurance Policy Holders remaining on the books.
- Persuaded 50% of clients on the verge of cancelling policies to do otherwise.

CORE COMPETENCIES

Relationship Development	Technical Analysis	Strong Business Acumen	Account Management
Customer Acquisition	Consultative Sales	Solution Based Selling	Client Relationship Mgmt.
Revenue Growth Strategies	Customer Retention	Brand/Business Positioning	Psychology of Sales Tactics
Strategic Vision & Influence	Keen Pricing Tactics	Persuasive Techniques	Negotiation Techniques

PROFESSIONAL EXPERIENCE

Foreign Exchange Trader/Financial Analyst - Self Employed - 3rd Party Vendors
Springfield, MO (Remote) - Current Position - (March 2012 - Present)

Persuasive Sales Technique Results: 1 Elite Trading Subscriber Base: 20+ Traders
Social Media Stats - Facebook Followers: 2K+ Fans

Founded trading co., developed online marketing and sales strategies, and acquired 20+ monthly trade subscribers. Expertly traded for clients generating \$200K+ per month collectively. Garnered 2K+ social media followers with 200+ in consistent engagement and 200 leads. Taught methods with 8 live seminars/month resulting in 75% student success rate.

- Invested & dedicated 10+ years in training, courses, continuing education, literature, and self education, transforming mental state to view all facets of the trading process at once resulting in generating 50% profit.
- Analyzed 10+ charts 7 days/week, practicing weekends for weekly live trades averaging \$100K+ in daily profits.
- Outperformed colleagues in profitability, incurring \$100K in 1 night and \$6K overnight for a client account.

Foreign Exchange Trader/Financial Analyst (cont.)

RECENTEST POSITION

Self Employed - Springfield, MO (Remote)

- Develops strategic trading and risk management plans calculating profits generating 2X in revenue each week.
- Maintains technological awareness by analyzing charts determining market activity, sentiment, structure actions and patterns, maximizing profitability by at least 25%.

Life Insurance Sales Agent

October 2018 - January 2020

Prestige - Springfield, MO (Remote)**Persuasive Sales Technique Results:** Client Base: 150+ Life Insurance Policy Holders

Client Retention Rate: Convincing 90% of clients to retain life insurance policies.

Promoted sale of whole and term life insurance policies explaining features providing clients with full scope of product. Sourced clients obtaining pertinent data regarding financial resources, needs, and coverage. Sent out self-generated emails and correspondence following close of each policy and provided customer support for each client.

- Exceeded sales goal within 1st week and achieved \$1,000 in sales and \$2,000 within the 2nd week along with a \$500 bonus for surpassing "hours worked" goal for the initial week.
- Initiated 30+ outbound calls per day and memorized 30+ sales rebuttals, medical questions, and scripts attributing to a 95% conversion rate while adapting to becoming a persuasive salesman.
- Implemented relationship-driven culture creating a 95% success rate in aggressively growing customer database by becoming familiar with clients' personal lives and family situations to assess the best policy realistically.
- Generated meteoric growth accumulating 30 clients/month, which over 2 years boosted revenue by \$200K.
- Maintained stellar portfolio performance averaging \$350 in premiums per day.

Debt Collection Agent

May 2017 - September 2017

Corporate Clients - Springfield, MO**Persuasive Sales Technique Results:** Largest Account Success: Secured Payment Plan for \$30K Balance

Account Success Rate: Solidified payment plans for 90% of accounts touched.

Contacted owners of delinquent accounts exercising sound judgment and client sensitivity to achieve success rate of 90% in paid accounts assigned. Negotiated payment processing 100+ calls per day with a 25% higher success rate than company average due to added value and relationships in cross-selling efforts.

- Demonstrated ability as catalyst for explosive revenue in 1st 30 days, setting up payments for \$100K+ in debt.
- Boldly integrated persuasive techniques convincing client to set up payments for a \$30K credit card bill.
- Performed tiered payment calculations while simultaneously interacting with clients at 100% accuracy rate.
- Strengthened and leveraged relationships with consumers by engaging in a demeanor showcasing a collector with a desire to help, to result in payments for 90% of accounts touched.

TECHNICAL EXPERTISE

MQL4 Programming | Meta Trader Software | Financial Chart Analysis | Risk Management | Bot Building
Fibonacci Tool | Data Recovery Methods | Visual Presentations | PC and MAC Platforms | Adobe Products

EDUCATION

ALABAMA STATE UNIVERSITY - Birmingham, AL
Bachelor of Science in Business Management

Area of Focus: Leadership & Change

Expected Graduation: May 2022