

Thomas S.Harrison
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Current job: Sales Associate at DLR Consumer Products Inc.

Objective

To build a strong and productive career in the field of sales by consistently contributing to the revenue generating programs of the company.

Strengths

- Excellent communication skills/
- 3 years experience in managing Customer Support
- Experienced selling products and services in various industries
- Consistently meets sales targets
- Great ability to work with a team
- 2 years experience in managing social media accounts
- Level 8 in Spanish proficiency
- Highly organized
- Punctual
- Experienced managing CRM programs

Work Experience

Marketing Sales Associate, 2012 to Present

DLR Consumer Products Inc., New York City, New York

Responsibilities:

- Close/ Convert leads into paying customers
- Review/ Study client profiles
- Carry out outbound calls to verify procured information
- Confirm appointments and meetings
- Manage calendar of activities
- Update CRM
- Assist in sales training
- Maintain client relationships through constant feedback
- Prepare, review and discuss findings of all collated sales and marketing reports.
- Work with Marketing and Promotion on strategy implementation.

Sales Executive, 2008 to 2012

Abaya Telecommunications Inc, Portland, Oregon

Responsibilities:

- Close/ Convert leads into paying customers
- Conduct outbound calls to verify client information
- Follow up with current telco on provisioning status
- Manage calendar of activities
- Prepare sales reports
- Update CRM
- Confirm appointments and meetings

Education

College, George Fox University

Bachelor of Science, Business Administration

Newberg, Oregon
2002 – 2006, 3.6 GPA
West Linn High School
High School Diploma
West Linn, Oregon
1998 – 2002, 3.5 GPA

Courses

- Foreign Language; Level 8 – Spanish
- John Maxwell Leadership Training
- CRM Administration
- MS Office
- Social Media Marketing

Personal information

- Married with 2 children
- DOB 12/02/85
- Hobbies include travelling, music, cooking