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## Debt settlement salesman

### Debt settlement salesman

Huntington Beach, CA

More than twenty-five years of experience in sales and marketing.

- \* Strong verbal, writing, and communicative skills.
- \* Proficient in MS Office and CRMs

### Work Experience

#### Debt settlement salesman

**Fast Track Financial** - Irvine, CA  
August 2016 to January 2017

- \* Incoming and outgoing sales calls.
- \* CRM management.

#### Scuba Diving Instructor

**Beach Cities Scuba Centers** - Dana Point, CA  
August 2012 to August 2016

- \* Confined and Open water instruction.
- \* Retail sales and Customer service.
- \* Certified in multiple specialties.
- \* Classroom instruction and education.

#### Independent Contractor; Sales and Business Development

**Roqlogic Media Center** - Irvine, CA  
September 2008 to August 2012

software; Irvine, CA- 6 mos.  
Best American debt settlement; Irvine, CA- 1 year  
Kazlow& Tucker debt relief; Irvine, CA- 2 ½ years

- \* B2B cold calling and customer acquisition.
- \* C-level communication and presentations.
- \* Large volume of incoming calls.
- \* Screening and sales of services.
- \* Customer service and P2P sales.

#### Sales and territory management in ceramic tile and natural stone

**Bedrosians Tile and Stone** - Eugene, OR  
August 2008 to December 2008

- \* Responsible for sales and management of territory builder and retail accounts.
- \* Identified and solicited new customers through cold calls and referrals.
- \* Grew existing customer sales through training and market analysis.
- \* Education of retail staff and product knowledge development.

#### Sales and territory management in ceramic tile and natural stone

**Emser Tile and Stone** - Eugene, OR  
July 2005 to August 2008

- \* Responsible for sales and management of territory builder and retail accounts.
- \* Identified and solicited new customers through cold calls and referrals.
- \* Grew existing customer sales through training and market analysis.
- \* Rapidly built sales to exceed company goals.
- \* Led the seven Western states in sales and profitability.
- \* Education of retail staff and product knowledge development.

#### Sales and project management in floor covering

**Modern Floor** - Coos Bay, OR  
October 2001 to August 2004

- \* Built a large book of business through cold calls, referrals, and repeat business.
- \* Responsible for sales and management of commercial and residential floor covering and interior design products.
- \* Developed several new major property-management and contractor accounts, including hospitals and government properties.
- \* Led the company and county in sales of floor covering monthly and annually.

#### Automobile Salesman

**Integrity Cars and Trucks** - Coos Bay, OR  
June 1993 to October 1996

#### Shop Manager

**Issco Hydraulics and Pneumatics** - Coos Bay, OR  
July 1987 to April 1993

#### Account Executive

**Jayrobb Productions** - Newport Beach, CA  
June 1983 to January 1987

#### U.S. Navy Machinist Mate

July 1979 to June 1983

### Education

#### Associate in Business

University of Phoenix-Online Campus

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