

Andrew S.

Sales Director

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Authorized to work in the US for any employer

Work Experience

Director of Sales

Wealth Builders Instit.-Remote, OH

January 2019 to December 2025

- Managed a team of 5-15 sales rep (depending on the time of year).
- Listened to calls, coached reps to beat KPI's.
- Created SOP's, frameworks, and helped to change scripts over years to increase conversion rates.
- Helped train new sales reps on selling an options trading program for \$9,000 to people new to the industry.
- Closed clients via Zoom and telephone, performed shared screened and delivered info in an easy to understand and comprehend manner.
- Helped to find different marketing channels to bring quality leads in.
- Listened in on calls and helped to trained sales reps
- Helped other sales reps to close at a higher close rate on average.
- Maintained direct involvement with senior-level decisions impacting results within the company.
- Helped sales reps to overcome objections and to answer any questions they have.
- Developed new marketing strategies to place more interested students on calendars of other sales reps calendars.
- Sent out contracts and made sure they were signed and that their funds were wired successfully.
- Helped to train new sales agents and helped them become top sales reps.

Business Development Manager

HCR-Los Angeles County, CA

February 2016 to January 2019

- Helped to hire new sales reps.
- Help to create and generate to ways of marketing.
- Helped train sales reps, created script, listened in on calls to help close.
- Implemented new strategies that were implemented by other sales reps which helped them to close at a higher percentage.
- Grew the team to close anywhere from \$1MM-5MM per month.
- Performed morning and afternoon meetings to go over daily and weekly objectives with entire sales
- Evaluated and analyzed data in order to present findings in a logical and easy-to-understand manner, tailored according to audience.
- Maintained an up-to-date account of customer and prospect activity in (CRM) database.
- Grew customer base, followed up on interested prospects, set drip email campaigns/texts.
- Updating forecasting and opportunities in CRM database.

- Consistently demonstrated persistence and tenacity to overcome obstacles with intention to move the customer towards commitment using key selling points and features, benefits and tools.
- Generated 74% increase in existing business and secured top rankings in competitive industry, driving volume by cultivating and repairing pivotal relationships.
- Established high-performance, loyal sales and management teams through extensive training.

Senior Sales Closer

HJH Investments-Cincinnati, OH

January 2014 to January 2016

- Sold high yield CD's to investors looking to make a return on their investments.
- Took calls that were scheduled on my calendar, answer questions from potential investors with the goal of getting them to purchase a high yield CD.
- Updated notes in HubSpot and kept track of progress from client to client.
- Rehashed old clients, followed up on clients that made it through SP1 but didn't close.
- Closed on average between \$200,000-\$400,000 weekly in CD purchases.
- Pushed a heavy referral program to get the investors to refer their friends and family.
- Followed up on collecting documents from clients and communicating with clients what we need if they provided incorrect info.
- Motivated team, provided constant communication day and night 7 days a week.
- Helped investors to open their account and to fund their accounts and was always avail to made sure they didn't just stay on board but continued to re-invest.
- Helped company beat month and weekly goals.
- Provided incentives for team to motivate them.

VP of Operations

Soothe-Dallas, TX

August 2011 to December 2013

- On-boarded over 500 massage therapists.
- Helped to coach and train each therapist to ensure they were up to industry standard, and more fully prepared before going out to perform out-call massages.
- Worked closely with upper management to ensure that all operations were being done as effectively as possible.
- Helped to figure out best forms of marketing, gave input on what was working and what wasn't.
- Grew overall brand awareness in the Dallas and other Texas markets.
- Helped to scale corporate massage in Texas, not just residential.
- Ensured client satisfaction not just with therapists but with Soothe.
- Quelled any issues and helped to put out fires if there was an unhappy customer for a variety of reasons.
- Coached other partners similar strategies with Soothe in the Texas markets as my location was their fastest growing location.

Sales Representative

HCR-Columbus, OH

January 2007 to June 2008

- Generated 5-10 new apts. on a daily basis.
- Broke monthly canvassing records for number of appointments set on a monthly basis.
- Recruited and trained new canvassers.
- Spread word of company through flyers and other handouts.
- Kept a daily book to track day-to-day activities.
- Performed data entry and data analysis.

Education

Industrial Organizational Psychology (Consulting) (PhD)

UNIVERSITY OF DELAWARE Newark-Newark, DE

August 2008 to June 2010

Psychology (Bachelor of Science)

THE OHIO STATE UNIVERSITY Columbus-Columbus, OH

June 2008

Bachelor's degree

Master of Business Administration

Skills

- Hunter (as sales technique)
- Algorithmic trading
- IT
- Sales management
- Customer acquisition
- Deal closing
- Full cycle recruiting
- Client interaction via phone calls
- Direct sales
- Software sales
- High-end sales
- Forecasting
- Talent acquisition
- Contracts
- Account management
- Power BI
- Customer service
- Eligibility criteria for grants
- Consulting experience
- Driving
- Data analytics
- Attention to detail
- Customer relationship building
- Product demos
- Zoom
- Insurance sales
- Consultative selling

- Paving
- Sales lead qualification
- QoS
- Industrial manufacturing sales experience
- Microsoft Word
- Calendar management
- Budget preparation
- Dashboard development
- English
- personal driver
- Sales experience within tech
- HubSpot
- Sales pipeline management
- Customer support
- Outside sales
- Deadline tracking for grants
- Sales Management
- Sales experience within finance
- Digital marketing
- Corporate sales environment
- Sales Pipeline
- Microsoft Office
- CRM system proficiency
- Financial services
- Sales negotiation
- Sales experience within healthcare
- Business intelligence
- Professional networking
- Compliance reporting for grants
- Evaluation methods for grants
- Business Development
- B2B sales
- Product management
- AP style
- Territory sales
- Transportation sales
- Objection handling (sales technique)
- Landscaping
- Branding
- Time management

- Cold calling
- Business development
- Nielsen
- Sales
- Collaboration
- Conducting sales calls
- Client relationship development
- Trading
- Media sales
- Sales analytics & reporting tools
- Experience working with students
- Telemarketing
- Outbound calling
- Recruiting
- Closing sales
- Google Docs
- Negotiation
- Sales management systems proficiency
- Phone communication
- SaaS
- B2C
- Microsoft Outlook
- Microsoft Project
- eGrants
- Value-based selling
- Salesforce
- Prospecting
- B2B
- Sales presentations

Certifications and Licenses

PMP

Massage Therapist

February 2012 to July 2022

Complete 720 hours of massage training from NHI in Studio City, CA. Completed all coursework and received my license from there.

Certified Professional Sales Person (CPSP)

Driver's License

Personal Lines License

Life Insurance License

Property & Casualty License

Insurance Producer License

Life & Health Insurance License

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