

LOUIS M DALESSANDRIS JR

OBJECTIVE

Results-driven professional with a proven track record of delivering high-quality service and exceeding customer expectations. Expertise in CRM software and lead optimization, contributing to increased sales and customer satisfaction. Strong communication and organizational skills enhance ability to attract and retain clients. Extensive experience working remotely, demonstrating adaptability and self-motivation.

PROFESSIONAL EXPERIENCE

Sales Consultant 10/2026 Current **RFA Corporation - Las Vegas, NV**

Consulted with clients by Zoom & Phone to explain strategies for cancelling lifetime timeshare contracts and resolving long-term financial obligations. Collected and analyzed detailed timeshare ownership information to recommend tailored cancellation solutions based on each client's situation. Educated clients on the financial and personal benefits of contract cancellation, helping them make informed decisions with confidence.

Sales Consultant, 03/2025 – 10/2026 **Kayak Pools - Las Vegas, NV**

Delivered informative 90-minute presentations to homeowners about Kayak Pool benefits via phone. Explained financing options and contract terms, ensuring clarity for potential buyers. Obtained down payments and finalized sales agreements efficiently.

Sales Consultant, 11/2023 - 03/2025 **BriteCap Financial - Las Vegas, NV**

Conducted phone interviews with small business owners seeking short-term funding. Assessed funding needs and duration requirements during client consultations. Collected essential business information, including bank statements and EIN numbers. Obtained personal details such as Social Security numbers for funding applications.

Sales Consultant, 11/2021 - 08/2023 **Wesley Financial Group - Las Vegas, NV**

Explained services to clients regarding cancellation of lifetime timeshare contracts via phone. Gathered detailed information on clients' timeshares to tailor

CONTACT

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SKILLS

- Sales strategy
- Customer relationship management
- Presentation skills
- Contract negotiation
- Financial analysis
- Market research
- Client retention
- Lead generation
- Persuasion techniques
- Networking skills
- Problem solving
- Active listening
- Time management
- Sales funnel management
- Prospect qualification
- Referral generation
- Prospecting skills
- Sales strategies
- Objection handling
- Consultative sales
- Trade show representation
- Business development

cancellation solutions.

Clarified benefits of cancelling contracts to alleviate clients' financial obligations.

Executed hybrid work model, balancing three office days with two remote days.

Investor Relations Manager, 01/2010 - 01/2021

H-Petro-R Inc. - Las Vegas, NV

Engaged private investors via phone and in-person meetings to discuss oil and gas exploration investment opportunities.

financial benefits of oil and gas investments, fostering investor interest and commitment.

Principal FINRA/SIPC Brokerage Firm , 01/2005 - 01/2010

Jackson, Kohle & Co. - Las Vegas, NV

Managed a team of 10 licensed brokers, enhancing sales of investment products and private offerings.

Sold hedge funds and oil and gas exploration assets, driving portfolio growth.

Maintained Series 7, 24, and 63 security licenses to ensure compliance and expertise.

In Home Consultant, 01/2003 - 01/2005

Liquid Stucco - Las Vegas, NV

Sold permanent exterior home coating solutions, emphasizing durability and financing options.

Scheduled in-home appointments to deliver personalized service.

Measured home exteriors to ensure accuracy during product demonstrations.

Explained product advantages to enhance homeowner understanding and engagement.

General Manager, 01/2000 - 01/2003

Kearns International - Tokyo, Japan

Managed all aspects of sales for Bangkok office, supervising over 100 staff members.

Expanded global client base by developing innovative sales strategies.

Optimized internal processes to improve efficiency and team effectiveness.

Drove initiatives that significantly increased market presence in new regions.

International Investment Advisor, 01/1998 - 01/2000

Equity Management Group - Nassau, Bahamas

Sold investment services to international investors, emphasizing benefits of U.S. stock market participation.

Operated from Amsterdam office, enhancing presence in European investment landscape.

SUMMARY OF QUALIFICATIONS

- Successful track record of starting new operations and quickly reaching profitability through implementation of best practices. Additional areas

of responsibility include:

- Highly successful raising capital for start-up businesses, investments. venture capital.
 - Strong business development, and tight control of costs.
 - Practiced in managing large-scale projects and delivering on time and within budget.
 - Disciplined manager with an entrepreneurial spirit, able to train and motivate staff to peak performance.
 - Excellent closing skills along with interpersonal skills to develop the clients' trust and respect, which encourages repeat and referral business.
 - A highly aggressive, highly motivated, strong closer.
 - Extensive experience in developing business internationally.
 - Years of experience working remotely from my home office working with Salesforce, HubSpot and other CRM's.
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CERTIFICATIONS

Series 7, 24, 63 Security Licenses