

# Cassandra Rodriguez

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## Professional Summary

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Results-driven Sales Recruiter with a strong track record in the solar, real estate, and wireless industries. Proven ability to source, screen, and onboard top talent while driving recruitment strategies that fuel company growth. Recognized as a top recruiter for four consecutive months, hiring 305+ sales consultants in one year at Amp Smart Solar. Adept at cold calling, networking, and conducting interviews to attract high-potential candidates in both business-to-business (B2B) and business-to-consumer (B2C) sales environments.

Skilled in building strong candidate pipelines, managing full-cycle recruitment, and collaborating with hiring managers to streamline hiring processes. Experienced in sales and customer service, with a deep understanding of the skills and qualities needed for high-performing sales teams. Eager to expand my expertise in sales, enhance my skill set, and contribute to a dynamic team while continuing to drive company success.

Willing to relocate: Anywhere

## Work Experience

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### Licensed Realtor

**Ponce & Ponce Realty** | San Bernardino, CA

May 2025 to Present

### Solar Sales Recruiter

**AMP Smart** | Ontario, CA

October 2023 to March 2025

- Achieved Top Recruiter status for four consecutive months, hiring 305+ sales consultants in one year.
- Developed and implemented effective recruiting strategies to identify top talent.
- Conducted interviews and pre-screenings to assess candidate fit.
- Managed full-cycle recruitment, from job postings to onboarding.
- Built a strong candidate pipeline and maintained organized records to improve hiring efficiency.

### Agent Recruiter

**Ponce & Ponce Realty** | San Bernardino, CA

August 2021 to October 2023

- Recruited and onboarded real estate agents, facilitating their hiring process.
- Coordinated and hosted career workshops to attract new talent.
- Sourced candidates through cold calling, emails, and networking events.
- Provided regular progress reports on recruiting methods and effectiveness.
- Scheduled and conducted face-to-face interviews with prospective agents.

## **Assistant Manager**

**Victra - Verizon Wireless Premium Retailer** | Ontario, CA

June 2017 to July 2021

- Resolved customer concerns and ensured an exceptional in-store experience.
- Provided expert advice on Verizon services, wireless devices, and accessories.
- Maintained sales metrics, reports, and process documentation.
- Managed inventory, merchandising, and store operations.
- Prospected and closed new business accounts within a defined territory.
- Supervised and trained sales associates, ensuring high service standards.

## **Wireless Specialist**

**Sprint Experts Choice** | Fontana, CA

July 2016 to July 2017

- Identified customer needs and utilized solution-based selling techniques.
- Processed transactions in RMS and Wireless Standard.
- Assisted customers in troubleshooting smartphones and tablets.
- Promoted Progressive Leasing for customers with no credit.
- Managed store opening, closing, and daily operations.

## **Sales Consultant**

**Cricket Wireless** | Riverside, CA

August 2015 to July 2016

- Recommended and sold prepaid phone plans, devices, and accessories.
- Delivered excellent customer service in a fast-paced retail environment.
- Greeted and assisted customers, ensuring a positive in-store experience.

## **Sales Specialist/Gold Buyer**

**Goldrush** | Montclair, NJ

May 2012 to June 2013

Awarded Buyer of the Month (twice)

- Achieved expert negotiation skills
- Executed and surpassed monthly goals
- Cash handler, familiar with inventory and audits
- Ability to work independently and open/close store
- Great daily customer service

## **Education**

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### **Dental Assisting (Certificate)**

American Career College | Ontario, CA

2011

Chaffey High school Ontario | Ontario, CA

June 2008

## Upper secondary education

### Skills

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Sales Phone etiquette ✓ Full-Cycle Recruiting & Talent Acquisition ✓ High-Volume Sales Recruiting ✓ Cold Calling & Candidate Sourcing ✓ Interviewing & Onboarding ✓ B2B & B2C Sales Recruitment ✓ Hiring Strategy & Pipeline Development ✓ Relationship Building & Customer Service ✓ Sales & Performance Coaching ✓ Process Improvement & Organization Cold calling Computer operation CRM system proficiency Candidate sourcing

### Languages

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English

### Certifications and Licenses

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#### Real estate practice

March 2025 to Present

Fair housing practice Real Estate course

#### Real Estate finances

February 2021 to Present

#### Real Estate principal

January 2021 to Present

#### Driver's License