

Sterling Waterman

Spring Hill, FL 34606
sterl2068@icloud.com
+1 646 245 8122

Willing to relocate: Anywhere
Authorized to work in the US for any employer

Work Experience

Regional Sales Manager

Open Infra Fiber/Konected-Odessa, FL
November 2022 to Present

- Led a team of up to 20 plus sales representatives, regionally, in achieving and exceeding regional sales targets for the past 2 years
- Hired, trained and mentored sales team members on product knowledge, selling techniques, and negotiation skills, leading to a 100% improvement in overall team performance
- Collaborated with marketing department to create targeted promotional campaigns that increased brand visibility and generated 25% more leads
- Conducted regular performance evaluations of sales team members, providing constructive feedback and implementing training programs to address skill gaps
- Represented the company at industry conferences, trade shows, and networking events to expand professional network and generate new business leads
- Travel to various state work locations to collaborate with each Team Lead.
- Mapped out and assigned territories in various parts of Florida and Texas

Mentor/independent Contractor

LYFT/Uber-Tampa, FL
October 2015 to Present

Sales Representative

Ecoshield Pest Solutions-Tampa, FL
February 2021 to May 2022

Sold pest control door to door and with leads throughout the Tampa Bay area

Outside Sales

BUGOUT PEST CONTROL
February 2020 to January 2021

- Established new and maintain existing customer base
- Inspect all aspects of home, inside/outside including attics/crawlspaces
- Responsible for selling/upselling pest control, termite protection, lawn care, attic insulation, etc
- Responsible for meeting daily company expectations of 5 meetings/10 proposals
- Responsible for providing customer service
- Responsible for the maintenance and upkeep of company vehicle

Outside Sales

WIDE OPEN WEST (WOW) INTERNET CABLE & PHONE

May 2018 to February 2020

- Responsible for meeting expectations of a pre-established company dashboard, ie 60 plus door knocks, 10 presentation and 2 - 3 sales daily
- Managed between 1000 to 1200 leads in 4 nodes
- Provide customer service for existing customers
- Responsible for keeping updated on new functionalities and package changes
- Responsible for maintaining knowledge of the competition

Direct Sales Representative

CHARTER/SPECTRUM

February 2017 to May 2018

- Responsible for meeting expectations of a pre-established company dashboard, ie 50 plus door knocks, 10 presentation and 2 sales daily
- Assist fellow team members with technique, presentations and sales
- Provide customer service for existing customers
- Responsible for keeping updated on new functionalities and package changes
- Responsible for maintaining knowledge of the competition

Outside Sales

CONTINENTAL RESEARCH CORP-St. Louis, MO

October 2015 to March 2016

- Cold call on prospective customers
- Sold chemical maintenance products to city, state & government entities
- Web training on new products

Customer Service Agent

24-7 IN TOUCH/NETFLIX-Clearwater, FL

June 2014 to February 2015

- Provided customer service/troubleshooting for 100 (+) calls daily
- Trained on new devices weekly

Outdoor Sales

TRUGREEN LAWNCARE-Hudson, FL

December 2013 to May 2014

- Responsible for knocking 150 (+) doors daily
- Responsible for making 100 (+) calls daily
- Ability to up and cross sell products

Director of Sales/project Management

UNIVERSAL MOVING & STORAGE

January 2007 to June 2013

- Commercial Real Estate industry
- Trained new sales personnel
- Made 100s of cold calls daily
- Responsible for obtaining a minimum of 10 face to face meetings with potential clients weekly
- Provided Project Management for various jobs when short handed
- Surveyed and estimated cost of moves via tablet

- Joined several different networking groups to swap leads
- Responsible for acquiring new sales and managing existing accounts
- Conducted sales meeting

Office Administrator/manager

LAW FIRM OF POLLACK POLLACK ISAACS & DeCICCO

March 2004 to November 2006

- Created Employee manual.
- Responsible for all areas of Human Resources including hiring and firing.
- Reconstructed and managed mailroom and reception functions
- Responsible for all functions of accounting including payroll, accounts payables, receivables and collections.
- Managed the partner's personal projects and properties.
- Administered the company's 401K and pension plans as well as the medical and dental plans as well as short term disability.
- Worked closely with IT Administrator on Telephony and PC related issues.
- Managed supply, salary and other budgets and facilitated purchasing.
- Responsible for all vendor contracts and leases.
- Reconciled each partner's expense account.
- Approved all expenses and managed petty cash.
- Day to Day operation of entire office

Office Manager

EDISON SCHOOLS INC

March 2000 to August 2002

- Designed and implemented new/revised office procedures to meet the needs of the corporate staff.
- Assured the efficient running of the corporate office while providing a user friendly, efficient environment. Focus attention to meet the current and long range direction of the company.
- Oversee and managed operations of internal service departments inclusive of reception, general administrative staff and mailroom(s).
- Designed and implemented procedures to assure cost efficiencies and user friendly services to meet present and long range growth of the company.
- Developed and managed all outside service vendor relations inclusive of: office supplies, shipping and mailing services, ground transportation, food service, building management and maintenance.
- Acted as liaison between employees and vendors to assure efficient and effective service.
- Prepared and managed departmental budget.
- Prepared departmental payroll for processing.
- Processed invoices for payment.
- Interviewed and selected personnel. Prepared and conducted employee evaluations.
- Maintained up-to-date Corporate Employee Database.
- Maintained operation of office equipment inclusive of copiers, fax machines, printers.
- Participate in the organization, relocation and maintenance of the corporate communication system inclusive of allocating and relocating extensions, assigning guest voice mails, intercom pick up groups, multiple calling groups, automated attendant scripts and recordings.
- Responsible for the build-out of over 65,000 sq. ft of HQ office space in NY and PA
- Coordinated all efforts of contractors, trades, architects, furniture companies, moving companies, etc., dealing with corporate moves/relocations, interior construction and warehouse issues.
- Coordinated all internal Space Management issues with department heads or designates
- Maintained OSHA standards throughout space
- Responsible for maintaining and overseeing all sublets.

Education

Associate's in Accounting

CUNY Bronx Community College - Bronx, NY

Skills

- Cold Calling
- Business Development
- Outside Sales
- Salesforce
- Direct Sales
- Pest Control
- Microsoft Office
- Telephony
- Software Troubleshooting
- Account Management
- Inside Sales
- CRM Software
- B2B sales
- Accounting
- Windows
- Management

Groups

Board President /Jersey City Board of Education

January 2010 to August 2013