

Paul M. Martinez

• 3579 Santa Monica Blvd • Los Angeles CA 90038 • 213-555-8666 • fauxemail09@yahoo.com

SALES PROFESSIONAL / ACCOUNT MANAGER

A Highly proficient sales professional with more than 4 years' experience in acquiring and maintaining business clients. Consistently exceeds expectations and does whatever is necessary to meet management's financial goals. Very welcoming and inspires customer loyalty through prompt resolution of problems and attentive communication. Adept at multitasking but stays focused on sales targets and client needs. Thrives in service-oriented professions but is also quite capable of selling products as well. Seeking the next challenging step in the Business to Business sales/account management area.

Qualifications

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| <ul style="list-style-type: none">• Highly organized and professional• Thrives in a fast-paced environment• Leadership comes very naturally• Driven and ambitious• Very positive attitude | <ul style="list-style-type: none">• Assists in training co-workers• Builds rapport with customers & team• Excellent negotiation skills• 4 years of direct customer contact• Bilingual (Spanish/English) |
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Professional Experience

AMERICAN FAMILY LIFE ASSURANCE COMPANY — Riverside CA — 2/2008 to Present

Outside Sales / Insurance Agent

Takes the initiative to build business by calling on 50-100 prospective clients per day. Generates new sales leads while simultaneously managing new and existing customer accounts. Also takes the opportunity to participate in several other business activities such as developing new ways to reach potential customers via recruiting seminars, personal contacts, and newspaper ads. Provides excellent customer service to existing policyholders, and hones sales skills through on-going education from the California Department of Insurance.

Results:

- Obtained a **national contract** with Spearmint Rhino in the first month of employment.
- Coordinated **65 enrollments** (a record) at small to medium businesses in the first year.
- Maintains rapport with **122 small businesses** by regular calls and visits.
- Developed **3 monthly team sales reports** for month to month comparison.
- Won "**Rookie Salesperson of the Year**", **5-Star Award**, **Pearl Award**, and "**Salesperson of the Month**" 14 times.

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BANK OF AMERICA/MORTGAGE LOANS – Anaheim CA – 6/2007 to 2/2008

Inside Sales / Personal Banker

Acquired, retained and deepened customer relationships. Took the lead in creating an outstanding customer experience and helped the Branch meet sales objectives contributing to the success of the bank. Proactively met with customers - face to face and over the phone - to discover their financial needs and provided product and service recommendations. Also partnered with specialists (such as Loan Officers, Business Bankers, and Financial Advisors), to ensure that customers could access experts who would help them with specialized financial needs.

Results:

- Assisted my branch in holding **the number 1 sales position in the district for 10 consecutive months.**
 - Held top sales position in the branch office **11 out of 12 months.**
 - Consistently responded to customer inquiries and concerns with a positive solution **within 24 hours.**
 - Passed the California **Series 6/63** licensing exam in the first pass.
 - **Hand-picked** to train all new personal banker trainees on my team.
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Education

AA in Business & Sales, Riverside Community College, Norco CA 2006

BS in Industrial Engineering, University of Guadalajara, Guadalajara Mexico

Licenses

CA Life Insurance - Accident/Health/Life

CA Real Estate

Series 6/63