

Jerry Jaguar

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PROFESSIONAL OBJECTIVE Highly competitive, energetic, and goal-oriented individual. Proven track record of success in cultivating strategic relationships, increasing customer base, and maximizing account sales in competitive markets. Strong desire to work in sales and provide successful outcomes in the company.

EDUCATION South Texas College McAllen, TX
Associate of Applied Science, Business Management/Business Administration | GPA: 3.65/4.00 May 2018
Key Courses: Principles of Management, Principles of Marketing, Financial Accounting, Entrepreneurship, Business Law, Principles of Advertising

EMPLOYMENT HISTORY **CA Sales Group Inc.** January 2018 - Present

Sales Representative - Medical Equipment San Antonio, TX
• Call on a wide variety of Physicians, service former accounts, and generate new accounts.
• Have established key relationships and rapidly increased product sales volume within assigned territories.
• Developed aggressive sales approach with a close ratio of over 80%.
• Contributed to a 20% increase in territory sales.

Maines Paper & Food Service, Inc. February 2017 - December 2017
Junior Sales Associate and Customer Service Representative San Antonio, TX
• Assisted sales staff in supporting and growing targeted segments of the business.
• Developed relationships with new clients to help them become more profitable.
• Participated in campaign to add new customers to the company portfolio.
• Contributed to the development of a campaign designed to offer value-added services, furthering efforts to become the primary vendor.

SUMMARY OF QUALIFICATIONS

- Microsoft Office Suite
- QuickBooks
- Expertise with complex spreadsheets and charting applications
- Some expertise in computer networking
- Fluent in English; basic fluency in written and spoken Spanish
- Highly skilled in communicating effectively with peers, clients, and management
- Strong leadership, organizational, and time management skills
- Superior listening skills to identify customer opportunities