

Walter William

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SUMMARY

Accomplished and results-driven Sales Representative with 5+ years of experience adopting proven methods to nurture client relationships, generate leads, and reach target goals.

EDUCATION

Lycee Louis-Antoine de Bougainville

Feb '1998- Nov '2004 (Year 13 Diploma)

EXPERIENCE

Vanuatu Tech T/AS Computer World, IT, Sales & Customer Service

- Develop and sustain relationships with existing customer base, building rapport as a personable and trusted representative
- Key member in strategizing improved email template, increasing department-wide email lead generation
- Prepared customized client presentations and quotes
- Organized bulk delivery for customers

Sharper Image, Sales Representative & IT Support

2007-2009

- Develop and sustain relationships with existing customer base, building rapport as a personable and trusted representative
- Key member in strategizing improved email template, increasing department-wide email lead generation
- Prepared customized client presentations and quotes

Ricoh Vanuatu Ltd , Senior Sales Representative

2010-2015

- Prepared customized quotes and answered inquiries regarding products and services
- Employed market research to successfully generate new leads by conducting cold calling (~50/day) and email prospecting (~100/day)
- Enthusiastically participated in sales training events and conferences to continuously develop skills and gain product knowledge

- Recognized as high performer in consistently completing daily outbound calls producing ~20% conversion rate
- Collect payment from credit customers
- Preserve existing customers base
- Organized bulk delivery for customers
- Stock control & ordering of new items
- Weekly report updates
- Administration and technical management

PTH Hardware , Sales Representative

- Prepared customized quotes and answered inquiries regarding products and services
- Employed market research to successfully generate new leads by conducting cold calling (~50/day) and email prospecting (~100/day)
- Tendering on big projects (Example: Government, NGOs & private sectors)
- Routinely achieve monthly sales quota, generating ~1m+ in annual revenue
- Followed up with sales leads, conducting weekly in-person meetings with prospective clients if possible
- Expanded monthly territory sales by developing strong online presence and gaining new prospects through cold calling
- Selected to organize monthly activities designed to motivate team members, create avenue for mentorships, and manage FB advertising.
- Preserve existing customers base
- Arrange and organize bulk delivery for customers
- Stock control & ordering of new items
- Monthly report updates

SKILLS

- Salesforce CRM
- Cold Calling & Email Prospecting

SUMMARY

Advantageous Sales Representative with 5+ years of experience in attracting new leads and supporting current accounts. Goal-oriented and accomplished in rapidly driving growth and revenue.

SKILLS

- Lead Qualification