

Michael A. Kirkpatrick

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Professional Experience:

**Sr. Account Executive, Trulia.com Inc.**

September, 2010 – Present

- Responsible for new client acquisition and retention through outbound and inbound phone calls
- Demonstrate self-management, strong sales techniques, and customer service skills while building relationships with potential and current customers
- Consistently maintained 110% of monthly quota up to 30K a month.
- Provide follow-up with all clients to ensure all their product needs are being met and provide excellent customer service
- Within the top ten sales representative of total sales of \$100,000 yearly

**Corporate Sales Manager, Sprint/Nextel Indirect**

Aug. 2008 – Jun. 2009

- Managed corporate sales department through hiring, training, and scheduling procedures.
- Provided unsurpassed quality of customer service by maintaining strong and enthusiastic relationships with clients.
- Scouted and arranged promotional events throughout the greater Bay Area.
- Created an innovative sales program which perpetuated a successful business sales team.
- Networked with a variety of San Francisco businesses, earning highest sales in California B2B department for six months.
- Prospected new business and redefined past relationships with existing business partnerships.
- Created and coordinated outside events for special promotional campaigns and corporate accounts.
- Exceeded California's record for existing customer upgrades 4 months in a row.

**Foreman, Parker's Carpet Cleaning**

Sep. 2002 – Aug. 2008

- Exceeded company standards while retaining the title of "the only five-star Yelp-rated carpet cleaning company"
- Maintained company vehicles and, other various equipment.
- Provided fast, efficient, and comfortable service to all customers.
- Utilized a diverse array of media to promote within the community.

**University of Phoenix**

**B.S. Small Business Management and Entrepreneurship**