

PROFILE:

Burning **need** to succeed. **Resourceful, creative, focused and resilient.** Bilingual in English/Spanish – able to work, write and translate.

WORK HISTORY:**Green Energy Innovations** – Santa Fe Springs, Ca 9/2012 to current **Sales Representative**

- Sell commercial lighting upgrades to major car dealerships and warehouses.
- Implement utility company energy efficiency programs designed for commercial businesses.

Renew Age Energy Solutions – Culver City, Ca 5/2012 to 8/2012 **Sales Representative**

- **Generated \$2mm in sales during a 10 week period**
- Prospecting customer base of national convenience store chains, owners of multi-location grocery stores and commercial businesses.

Self-employed 2009 - 2012 **Futures Trader**

- Trade futures on the Chicago Mercantile Exchange while employing comprehensive technical analysis and staying up-to-date with economic data.
- Consistently educating myself and learning new principles, techniques and strategies.

Trusted Home Solutions Los Angeles, Ca, 2008 to 1/2019 **Loan Modification Sales Agent**

- **Consistently the monthly top 1-2 producer for the office** (~20 sales agents).
- Prospecting through inbound call campaigns and cold-calling.
- Wrote Spanish cold calling script for team of 5 Spanish speaking sales agents.

Circulators Inc. Costa Mesa, Ca, 2007-2009 **Sales Agent & Manager**

- **Consistently sold 120+** units per month.
- Led a team of 5 sales agents in new company territory (Inland Empire).
- Secured point-of-sales locations with grocery store managers.

Su Casa Home Loans Bell, Ca, 2004-2008 **Mortgage Loan Officer**

- Originate home mortgage loans for both purchases and refinances. Generated sales pipeline through door-to-door campaigns, cold calling and networking.
- Acted as liaison between borrower and lending institutions
- Gathered vital borrower information, ensured accuracy in application and file submissions

Shutters On The Beach Hotel Santa Monica, Ca 2002-2004 **Server/Bartender**

- Bartended at hotel pool, Pedals Café and Banquets department
- Server at Pedals Café and Banquets Department
- Greet customers, perform side-work, ensured diners' satisfaction. Fast-paced work with a constant smile. Received excellent hospitality training.

EDUCATION:**University of California, Los Angeles** **Bachelor of Psychology, Honors Program 2003**

Course of study focused on anxiety disorders, couples therapy, couples communication and human motivation.

Volunteer and Interests:

- UCLA Anxiety Disorders Research Laboratory
- Amnesty International, raised funds through the sale of t-shirts and memberships at concerts.
- Cooking, Hiking, Live Music, Fitness & Nutrition