

**ROBERTO IVAN DE LA TORRE**  
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**14033 Carol Lane, Sylmar, Ca 91342**

**-Professional Profile-**

Versatile, very energetic team player who develops and grows business relationships. Focusing on cash flow management, business management and risk management. Fluent in both English and Spanish.

**-Expertise-**

Business Development – Customer Service – Payroll and HR – Account Management – Sales Presentations – Personal Management – Marketing – Merchant Services

**-Professional Experience-**

**- Employment History-**

**Heartland Payment Systems** - 06/2016- Current

RELATIONSHIP MANAGER-

- \*Manage and maintain existing book of business through various methods of communication to ensure that all business needs are met.
- \*Prospect and develop new business opportunities.
- \*Network with various referring partners, to grow book of business. Build strong relationships with decision makers and referral partners.
- \*Exceed monthly sales requirements.

**Automatic Data Processing-** 09/2012- 03/2016

DISTRICT MANAGER-

- \*Develop new business opportunities.
- \*Build new relationships with small business owners.
- \*Network with various referring partners to grow business relationships.
- \*Develop valuable partnerships.
- \*Exceed monthly sales requirements.

**Carmax-** 2010-2012

- \*Determine customer needs and assisted them with the car buying process.
- \*Became knowledgeable with new products and features to share with customers.
- \*Met and exceeded sales performance requirements on a monthly basis.

**Awards-**

- \*Salesman of the month at Hamer Toyota 1 out 10 months that I was there.
- \*Top sales for units and gross at ADP for the ADM category. (Associate District Manager)
- \*Earned 100% club at ADP first full year on the job.

**Education and Training**

- High School diploma – Liberty High School Bakersfield CA class of 06'
- Received salesman training certificate from Joe Verde.

**Networking groups and Chamber of Commerce**

\*Member of the Hispanic Chamber of Commerce of Bakersfield.

\*Member of Mastermind Group of Bakersfield CA networking group.

\*Served on the board for the Arvin Chamber of commerce.