

**MELSEN MCCAIN**  
**916-389-4225**  
**MELSENMCCAIN@GMAIL.COM**

**OBJECTIVE: SECURE A POSITION IN SALES UTILIZING VALUED WORK EXPERIENCE**

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**QUALIFICATIONS SUMMARY:**

- Hardworking sales rep possesses over ten years' experience in sales of alarm security systems, magazines and telemarketing. Strong ability to convince customers towards optimal sales, through high level of determination, positive attitude and hard-work.

**NOTABLE SKILLS AND COMPETENCIES INCLUDE:**

- Energetic, Friendly, Pleasant, Outgoing, Success/Results Oriented and Enthusiastic
- Good written and verbal communication
- Proficient in presentation and product promotion
- Exceptional customer service skills
- Proven aptitude in problem solving
- Can operate individually or as part of a team
- Experienced in Microsoft Suite
- Excellent leadership skills

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**PROFESSIONAL EXPERIENCE:**

**ADT HOME SECURITY, SACRAMENTO, CA. 7/16 -NOW**

**AREA MANAGER**

**DIRECT MARKETING AND SALE OF HOME SECURITY PRODUCTS**

**BOTH RESIDENTIAL AND COMMERCIAL.**

**TRAINING NEW HIRES AND LEAD GENERATION TEAMS.**

**WELK RESORTS, SACRAMENTO, CA 12/10- 7/16**

**Marketing Rep**

**Marketing time share opportunities to patrons of Major Sporting Events.**

**GHS SECURITY, SACRAMENTO, CA 10/05 – 12/10**

**DIRECT SALESMAN**

**Canvassed neighborhoods door to door and sold security alarm systems successfully to prospective clients. Created new leads and referrals; closed deals on a commission basis.**

**YOUTH SOLUTIONS , OLIVE BRANCH, MS 10/99 – 10/05**

**DIRECT SALESMAN/TRAINER**

**Performed and maximized door to door sales of a national magazine on straight commission basis. Responsible for training new hires in the art of direct marketing**

**GEORGIA DOME/WORLD CONGRESS CENTER, ATLANTA, GA 5/89 – 2/99**

**BARTENDER**

Served guests in the Georgia Dome mixed cocktails and other alcoholic beverages as well as providing excellent customer service.

**EDUCATION:**

**GEORGIA SCHOOL OF BARTENDING, ATLANTA, GA**  
***MIXOLOGY, BEVERAGE MANAGEMENT***  
***CERTIFICATE OF MIXOLOGY***

**FREDRICK DOUGLASS HIGH SCHOOL, ATLANTA, CA**  
***DIPLOMA***

**REFERENCES AVAILABLE UPON REQUEST**