
Direct Sales Representative Resume

Job Objective

To obtain a position as Direct Sales Representative with growing firm in which to enhance my skills and help company grow.

Highlights of Qualifications:

- Outstanding experience in direct sales and telemarketing
 - Wide knowledge of broadband product marketing, client service issues, and organization operations
 - Ability to maximize sales activity and increase penetration of all products
 - Ability to turn-in of orders and monies collected in the field
 - Ability to conduct door-to-door sales of broadband services
 - Ability to implement and maintain an effective referral network and call program to promote sales
 - Ability to manage multiple projects and deadlines simultaneously
 - Strong marketing and business development skills
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Professional Experience:

Direct Sales Representative
Time Warner Cable, Rochelle Park NJ
November 2006 – Present

- Managed door-to-door sales of broadband services.
- Handled work on special events as required.
- Carried out dealings to maximize sales activity.
- Formulated daily reports as needed by the supervisor.
- Handled turn-in of orders and finances collected in the field on a regular basis.

Direct Sales Representative
Open Range Communications, Rochelle Park NJ
February 2001 – October 2006

- Represented company services to prospects and current subscribers.
 - Solicit customers through door-to door sales, events and scheduled appointments in order to maximize sales of Cox Communication products.
 - Nurtured relationships with prospects and existing customers and ensured customer satisfaction.
 - Maintained accurate sales records and other documentation.
 - Coordinated with the Supervisor about competitive activity in territory.
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Education:

Bachelor's Degree in Business
Boston University, Boston, MA

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