

Gil Costa

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Experience:

Outside/Inside Sales, 2019-2020

William B Meyer Inc. Stratford, CT

- Responsible for virtual survey coordination with customers.
- Networking with realtors and local business to form a lead source.
- Responsible for selling relocation, shipping, and distribution services to both businesses and individuals.

Outside/Inside Sales, 2013-2019

Shepard's Inc.; Bethel, CT

- Prospect to secure new clients utilizing cold calls, business to business introductions, and networking with real estate agents.
- Responsible for selling relocation, shipping, and distribution services to both businesses and individuals.
- Demonstrate suitable services and properly set expectations for clients regarding timelines and pricing.
- Regularly exceed sales goals by 20-30%

Sales Consultant, 2016-2018

AT&T; Danbury, CT

- Increase sales in the retail environment by building strong and influential relationships with customers.
- Maintain rapport with customers who return for services, support, and add-on purchases.
- Complete full-cycle sales from introduction to payment.

Skills:

Proficient in Microsoft Excel, Closing, Cold Calling, Sales, Customer service and Marketing. Fluent in Portuguese and Spanish