**[Business Development Sales Representative](https://www.postjobfree.com/resume/ad1pfj/business-development-sales-boston-ma)**

**Location:**Boston, MA

**Posted:**December 05, 2023

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**Resume:**

JASON KINGSBURY

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SUMMARY OF QUALIFICATIONS

Sales Excellence – Leadership – Business Development

Motivated and accomplished Sales Professional who has an excellent reputation for consistently meeting and exceeding goals in busy environments. Outstanding interpersonal & listening skills. Able to build trust & rapport with customers and colleagues. Strong leadership skills with proven success in training high-performing teams.

Public Speaking and Presentations Exceptional Work Ethic Strong Organizational Skills

Team Collaboration & Team Training Able to Work Independently Relationship Building

Strong Multitasking Skills Attention to Detail & Accuracy Overcoming Objections

Computer skills including MS Word and Excel.

Skilled with Salesforce and CRM programs. Able to quickly learn and utilize new software.

PROFESSIONAL EXPERIENCE

Marriott Vacation Sales, Boston, MA - 2023

Sales Representative

Contributed to the company’s success and positive image by using strong sales techniques and processes to convert prospective owners into purchasers.

Developed relationships with prospective owners by soliciting and following up on referrals & leads.

Focused the sales experience to the needs of each potential owner. Followed up with the sales contract process to ensure that all documentation was completed accurately and in a timely manner.

Maintained the customer relationship after the sale to ensure continued owner satisfaction with the organization and to develop additional business opportunities.

Seacoast Solar, Rye, NH - 2017 – 2020

Owner

Managed every aspect of the business including sales and marketing.

Ensured excellence in customer service and follow-up.

Quickly evaluated and resolved any issues that clients encountered.

Ocean Vines Wine Store, Ogunquit, ME - 2010 – 2016

Owner

Developed the business from the ground up and created a loyal customer base due to excellence in service.

Hired, trained, and mentored a high-performing and focused staff.

Key Auto, Portsmouth, NH - 2000 – 2011

Sales Manager / Used Car Director

Achieved a promotion from Sales Representative to Sales Manager due to excellence in the role.

Contributed to boosting company sales from 53 to 125 cars sold on a monthly basis.

Earned an excellent reputation for ensuring world-class customer service.

Previous Experience: United States Marine Corps - E-4 Corporal

EDUCATION & TRAINING

Sales training completed: Sales Excellence, Selling to Varied Personality Types, Overcoming Objections.

Extensive training through the US Marine Corps.

High School Diploma – Traip Academy, Kittery, ME