

# Kajuan D. Ashford

Sales Representative

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## OBJECTIVE

To successfully obtain a prominent sales position that will advance my current skill level for further investment in the company. I look to continue a long career in sales to truly master my knowledge and be a vital asset that can rake in profits.

## EDUCATION —

Dr. Henry A Wise High school graduate. Upper Marlboro, MD High school diploma (2008)

Obsessively studious in various fields of study/markets including sales.

Consistent willingness to learn, Easily teachable.

Read books on Self-development Business, and management.

Researching Sales Books published by the likes of Brian Tracey, Bob Proctor, Daniel Hi pink, Grant Cardone and more.

## KEY SKILLS —

Problem solver  
Socially articulate  
Business minded  
Studious  
Emotionally Intelligent  
Ambitious

## EXPERIENCE

*July 2021 -June 2022*

Sales Manager • Onsite Sales Operations • Car Monopoly LLC

*As the onsite sales manager, I handled all incoming/outgoing sales calls as well as dealing directly with potential and existing customers. The position required problem solving skills, positively navigating a customer's psyche during test drives. Selling key aspects of the product and ensuring customers on value and how it would solve their problems. I had to close deals with uncertain customers by following a sequenced sales procedure that optimized conversions. Reached top car sales of company's history.*

*2016-2020*

Owner • Product Sales Director • Ambitious Cravings

*As owner and operator, to establish business I had to ambitiously go out and attract new potential clients. Through confidence and knowledge of my product I would inform potential clients on the value my product presented and why it was superior to others. I would ensure quality and readily be available to hear out any input a customer had. I established and maintained long term relationships with quality products and great customer service.*

## ACCOMPLISHMENTS

- Top car sales in a week in company's history
- Managed multiple facets of the company while being able to maintain customer satisfaction and company revenue
- Consistently increased in know-how, personal development and social skills

## GOALS

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- I have goals to financially liberate myself through learning new sales techniques, maturing in my sales profession, and having a purposeful position in a company that has a scalable future.
- I look to gain stability through helping others and being a long-term asset to the company.
- The next five years will be an advancement to become a prolific producer in the sales industry.

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## REFERENCES

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Car Monopoly LLC  
(Owner's info Available upon request)

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