**[Sales Representative Business Development](https://www.postjobfree.com/resume/adzi0l/sales-representative-business-chicago-il)**

**Location:**Chicago, IL

**Posted:**September 07, 2023

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**Resume:**

Marc Zeitlin

SALES MANAGER/ REPRESENTATIVE

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1. Sold over 300 residential solar systems throughout Illinois and Wisconsin. Sold 100 contracts in the toughest real estate market in recent history by shifting focus from single-unit sales to multiple units by nurturing relationships with investors. I was the only representative to meet quota in 2017 Isbs. Trained and mentored the #1 insurance representative for combined insurance nationwide. Played professional hockey worldwide for 7 years. Traded 30 year bonds at the Chicago Board of Trade.

• Noted as the top sales producer for exceeding quota, which was set at three units per month.

• Trained sales consultants on efficiently managing the sales cycle and closing contracts, leading to 140+ units sold in the toughest real estate market in recent history.

• Helped develop the "Steal A Condo" marketing slogan and ad billboard campaign, which led to ~120 units being sold.

• Boosted Palatine sales 35%, from $780,000 to $1,200,000, by revitalizing décor and creating a new culture that earned raves from own circle of influence.

• Designed, opened, and managed a third 150-guest location that generated $1.2 million in annual sales.

• Produced $3.5million in sales annually by training servers and bartenders in up-selling and add-on sales tactics.

Willing to relocate: Anywhere

Authorized to work in the US for any employer

Work Experience

Sales Representative

Tron Solar - Chicago, IL

November 2021 to Present

Meet with homeowners throughout the Chicagoland and Wisconsin areas and present different solar options.

Sales Representative

Sunder Energy - Chicago, IL

November 2020 to November 2021

Met and sold residential solar throughout Illinois and Wisconsin . Sales Representative

Voltaic Solar - Chicago, IL

April 2020 to September 2020

Sold residential solar systems around the Chicagoland Area. Because of Covid 19 the company left Illinois. SENIOR SALES REPRESENTATIVE

SUNRUN SOLAR

April 2018 to March 2020

SOLD 200+ RESIDENTIAL SOLAR SYSTEMS IN ILLINOIS. I UTILIZED COMPANY LEADS AS WELL AS REFERRALS AND WARM MARKET.

SALES CONSULTANT

ISBS IMAGE SYSTEM BUISINESS SOLUTIONS

June 2017 to April 2018

June 2017 April 2018

My responsibilities include meeting with C level decision makers about business technology from hardware to software and Business to business solutions. TERRITORY MANAGER

COLONIAL LIFE

February 2013 to April 2017

February 2013 to April 2016

I am responsible for leading, developing, building, and managing a team of agents, generating sales,new customers, sales and services to Combined Insurance policy holders, recruiting new agents and delivering annual new sales objectives.

Territory Sales Manager

Combined Insurance

January 2009 to February 2013

Oversee all sales and business development functions, including new product rollouts, key account management, customer relationship development, contract negotiations, recruiting and training and account enrollments. Provide cross-functional team training, coaching, and mentoring. Market and deliver benefits communications and enrollment solutions to decision makers, present and enroll voluntary product solutions to employees. Recruit and develop talented people, develop a scratch market and improve broker relationships and marketing.

DIRECTOR OF SALES

A DIVISION OF RENAISSANCE RESIDENTIAL

2007 to 2008

Promoted to reinvigorate sales of this 719-unit, $100-million condo conversion project. Hired and terminated sales representatives. Teamed with the marketing director in delivering training at weekly meetings. Shifted focus from potential homeowners buying one unit to investors purchasing multiple units. Conducted research over the Internet to identify investment clubs/groups, attended meetings to cultivate leads and relationships.

GENERAL MANAGER

GATORS PUB AND GRILL

2000 to 2007

Worked closely with the owners in developing an operations and growth strategy. Scheduled and directed front of house staff, managed liquor inventory.

Help develop and operate 3 locations and driving revenue from $500,000 to $3.500,000. MANAGER/ASSISTANT GENERAL MANAGER

CRAWDADDY BAYOU

1996 to 2000

Partnered with the owner and corporate chef on creating and profiting from offering families a unique dining experience. Hired, trained, and scheduled 50-70 employees in front and back of house operations, including a small retail store featuring Mardi Gras and bayou-themed products. Education

High school

Skills

• Sales

• Marketing

• CRM

• Sales Experience

• Outside Sales

• Insurance Sales

• Sales Management

• Upselling

• Business Development

• Negotiation

• Management

• Salesforce

• Relationship Management

• Account Management

• Cold Calling

• Restaurant Management

• Management

• Customer Relationship Management

• B2B Sales

• Pricing

• Communication skills

• Time management

Certifications and Licenses

Heath Life Lic

March 2022 to March 2024

Assessments

Outside Sales — Proficient

October 2019

Actively listening and responding appropriately; performing common sales calculations. Full results: Proficient

Sales Skills — Proficient

October 2019

Persuading reluctant customers to buy products or services, and influencing and negotiating with customers to meet sales goals.

Full results: Proficient

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.