**[Customer Service Business Development](https://www.postjobfree.com/resume/adzhfc/customer-service-west-palm-beach)**

**Location:**West Palm Beach, FL, 33406

**Posted:**September 05, 2023

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**Resume:**

Steven Tyler

Executive Marketing and Sales Management

West Palm Beach, FL 33406

steventyler2668@gmail.com

+1 561 667 8876

Executive marketing and sales professional with a proven track record of exceeding monthly quotas. Highly skilled at creating new relationships and maintaining strong customer relations to generate repeat business. Analytical thinker with the ability to perform well under pressure. Authorized to work in the US for any employer

Work Experience

Marketing and Sales Management

Independent Representative - Orlando, FL

October 2019 to Present

• Contributes information, ideas, and research to help develop marketing strategies.

• Develops sales strategies and approaches for various products and services, such as special promotions, sponsored events, etc.

• Answers questions from clients about product and service benefits.

• Maintains excellent relationships with clients through superior customer service.

• Tracks sales data and works to meet quotas or sales team goals.

• Analyses trends, data, demographics, pricing strategies, and other information that can potentially improve marketing and sales performance.

• Attends trade shows and travels to meet clients as needed. Sales

RTX - New Smyrna Beach, FL

January 2018 to September 2019

• Achieved 2nd place in Vacation Sales in my 2nd month and then 1st place on my 3rd month.

• Created new accounts, established customer credit, and set up payment methods.

• Wrote sales contracts for orders obtained and submitted orders for processing. Owner and Operator

International Media Solutions - Orlando, FL

February 2004 to September 2018

• Extremely motivated the administrative teams on a daily basis.

• Provided an elevated customer experience to generate a loyal clientele. Effectively communicated with and supported sales and marketing.

• Handled daily heavy flow of ambitious paperwork and cooperated with the accounting departments on invoicing and shipping problems. Investigated and resolved issues.

• Highly effective in customer inquiries and complaints in a timely and empathetic manner. Established and maintained relationships.

• Served as the main liaison between customers, management and sales relationships with potential team and existing clients.

Senior Vice President

Direct Media Solutions - Orlando, FL

November 1998 to February 2002

Marketing and Sales

Education

Diploma

Apopka High School - Apopka, FL

1986

Bachelor's degree

Skills

• Sales Management (10+ years)

• Business Development (10+ years)

• Salesforce (10+ years)

• Management (10+ years)

• Account Management (10+ years)

• Upselling (10+ years)

• Project Management (10+ years)

• Customer Relationship Management (10+ years)

• Recruiting (10+ years)

• Sales Support (10+ years)

• B2B Sales (10+ years)

• Product Development (10+ years)

• Negotiation (10+ years)

• Process Improvement (10+ years)

• Sales (10+ years)

• English (10+ years)

• Inside sales (10+ years)

• Customer service (10+ years)

• Hotel experience (2 years)

• Time management (10+ years)

• Leadership (10+ years)

• Project / program management (10+ years)

• Change management

• Outside sales (10+ years)

• Marketing management (10+ years)

• Branding (10+ years)

• CRM software (10+ years)

• Mowing

• Adobe Photoshop

• Presentation Skills (10+ years)

• Pricing (10+ years)

• Research (10+ years)

• Merchandising (5 years)

• Computer Networking (5 years)

• Quality Assurance (10+ years)

• Profit & Loss (10+ years)

• Restaurant experience (3 years)

• Communication skills (10+ years)

Military Service

Branch: Army

Service Country: United States

Rank: E-4

I enlisted into the army in 1987 and did 4 years ending in 1991 in the 13th Bravo Field Artillery Regiment.

Certifications and Licenses

Driver's License