

JASON S. PRUETT

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SUMMARY OF QUALIFICATIONS

Organized, motivated professional with more than 15 years of achieving and exceeding individual and company sales goals. Strong, results-driven performer, great communicator, team player, and Microsoft Office, Sales Force and Goldmine expert user. Recognized for consistently exceeding customer expectations and building client relationships working with staff and senior level executives. Drives new projects and innovations through critical thinking and empowerment; and translates organizational needs into concrete, actionable initiatives.

WORK EXPERIENCE

Wells Fargo

Phone Banker, January 2020 – Present

- Identified customer needs, requirements, and recommended appropriate financial products and services
- Ensured compliance to establish guidelines while processing customer transactions
- Handling of workflow scheduling, transaction approval, and processing transaction disputes for customers
- Recommended alternate channels and cross-advised bank services and products
- Assisted customers in safe deposits, ATM processing, and other crucial transactions
- Processed banking transactions accurately and efficiently
- Adhered to established policies, procedures and guidelines
- Handled inquiries and more complex transactions

AT&T/DirecTV

Retail Sales Consultant, April 2019 – December 2019

- Sell DirecTV, U-Verse TV, internet plans, postpaid/prepaid and upgraded cell phone plans, and equipment
- Coordinate Sales through OPUS database and schedule installations as needed
- Collaborate with customers to provide overall billing savings.
- Continuously follow up with customers post installation(s) for feedback on the new products.

Torchmark Corporation/Globe Life & Liberty National Life Insurance

Retention Representative, Part-time, 2012 – March 2019

- Consistently one of Top 3 Retention Representatives
- Follow up with customers, review coverage levels, customize quotes to individual needs.
- Provide excellent customer service with goal of policy reinstatement for lapsed policies.

ProfitStars/Jack Henry and Associates 2007-2019

Inside Sales Manager, 2010 - 2019

- Sell Microsoft 365 Cloud-based software to financial institutions
- Sell RemitPlus check processing system to municipalities and coops across the United States
- Provide customer product education via WebEx.
- Coordinate weekly with Product Specialists, outside sales staff, and COO to drive continuous sales growth
- Serve as liaison between company and reseller vendor.
- Maintain customer database of more than 150,000 contacts.

Inside Sales Representative, 2007-2010 with AudioTel Corporation (before buy out by ProfitStars)

- Top inside Sales Representative for profit attainment
- Responsible for entire call cycle, including request for proposals, cold-calls, referral calls, product education, and collaboration with outside sales staff to achieve high closure rate.

DISH Network, LLC

Account Executive, Southwest Region, 2006 – 2007

- Promote DISH products to potential outside vendors
- Provide support (technical, issue resolution, and promotional) to retail outlets
- Consistently recognized for sales excellence
- Established pricing structure for outside vendors

Community Banking Systems

Inside Sales Representative, 2005 – 2006

- Coordinate with customer/C-suite staff to promote products
- Generate leads and collaborated with outside sales to achieve sales
- Respond to incoming phone calls from customers seeking technical information, quotes, and order placement

Tulsa Independent School District

Substitute Teacher, 2005

- K-12 substitute as needed

EDUCATION

Texas Tech University, Lubbock, Texas *B.A. in General Studies (Communications, Psychology, and Exercise and Sports Science)*, December 2004

- GPA: 3.20; President's Honor List, Fall 2004; Dean's Honor List, Fall 2000