



MERCKLEY GENE

Boca Raton, Florida United States

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PROFESSIONAL SUMMARY

Positive and upbeat sales professional connects with customers, maintains documentation and exceeds quotas. Increases solid revenue streams by keeping open lines of communication with established and potential customers. Prospects for new business while capitalizing on emerging sales opportunities.

EXPERIENCE

Aroma360 | Boca Raton, Florida, United States

September 2024 - Current

Account Executive

- Generated \$750,000 in revenue by delivering high-ticket luxury scenting solutions to affluent individual and corporate clients.
- Consistently surpassed sales targets by implementing tailored selling strategies and providing personalized consultations.
- Increased client retention by 25% through exceptional service and customized scenting solutions, fostering long-term loyalty.
- Negotiated and closed high-value contracts, strengthening brand prestige in the competitive luxury market.
- Partnered with marketing teams to design targeted campaigns, leveraging customer insights to attract high-value clientele.
- Delivered tailored presentations highlighting product exclusivity and value, driving engagement and closing key accounts.
- Identified new market opportunities, increasing luxury market penetration and expanding the client base.

Infinity Sales Group | Boca Raton, Florida, United States

December 2022 - September 2024

Inside Sales Representative

- Generated over \$800,000 in revenue by acquiring and retaining residential and business clients for internet, cable, and TV services.
- Exceeded monthly sales quotas by an average of 120%, showcasing consistent top-tier performance.
- Conducted in-depth needs assessments to deliver tailored service packages, enhancing client satisfaction and loyalty.
- Built and maintained a robust sales pipeline through strategic outreach, relationship development, and effective lead management.
- Presented persuasive product demonstrations to diverse audiences, converting leads into long-term customers.
- Implemented data-driven strategies to identify new market opportunities, increasing market share by 10% in key territories.
- Trained and mentored new team members, improving team sales performance by 15% through coaching and knowledge sharing.

SKILLS

- CRM software proficiency (e.g., Salesforce)
- Contract negotiation
- Presentation software
- Client acquisition
- Full-cycle sales process
- Business development
- Consultative selling

EDUCATION

Associate in Arts (A.A.) - Business Management

May 2024

Palm Beach State College, Lake Worth, Florida

- Earned through dual enrollment while completing high school, demonstrating strong time management and academic dedication.
- Achieved a 3.5 GPA, reflecting consistent academic excellence.