**Guillermo "G.G." Gutierrez**
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**Career Goal**

A results-driven B2B sales professional seeking to leverage my expertise in relationship-building, client acquisition, and overcoming sales challenges in a dynamic environment. I am committed to delivering exceptional value by helping companies grow through strategic client partnerships and tailored solutions that address their needs.

**Professional Sales Experience**

**Outside B2BSales**
*SK Stones USA* | 2024 – Present

* Lead B2B sales efforts for an importer of Quartzite and Marble targeting Interior Designers, Fabricators, Kitchen Remodelers, & other Stone Professionals.
* Developed and implemented a comprehensive sales process to streamline operations and enhance client management.
* Conducted in-depth market research to indentify and compile a database of potential clients and prospects, Utilizing AI tools to extract and organize data into excel spreadsheets
* Designed and produced digital marketing materials, including an extensive Stone Catalog which improved our marketing outreach.

**Account Executive**
*Surface Experts, South Florida* | 2023 – 2024

* Lead B2B sales efforts targeting multifamily properties, apartment complexes, and construction sites.
* Establish and nurture relationships with property managers and maintenance teams, effectively overcoming gatekeepers to access decision-makers.
* Promote niche repair services, converting prospects into long-term clients and contributing to recurring monthly sales.
* Manage client relationships, ensuring high levels of customer satisfaction and repeat business.

**Property Manager & Realtor**
*Miami, FL* | 2020 – 2023
*Note: Brokerages & Employers include Cosmo Management, Cosmore Real Estate Group, and Walnut Street Real Estate.*

* Managed daily operations for multifamily properties, overseeing tenant selection, lease administration, and maintenance for foreign investors.
* Represented 18 buyers and 3 sellers in real estate transactions, guiding clients through the buying and selling process.
* Closed dozens of rental deals, negotiating leases and ensuring compliance with landlord requirements.
* Led major home renovation projects, negotiating with vendors and contractors to complete projects within scope and budget.
* Generated over $2 million in real estate sales in 2021 by leveraging marketing tools and platforms like Zillow for lead generation.

**Investigations & Security**

**Private Investigator**
*CoventBridge Group & Command Investigations* | 2015 – 2021

* Licensed by the State of Florida; specialized in surveillance, undercover work, and interviews/statements.
* Worked as an undercover contractor for the USDA, establishing rapport with employees to uncover fraud.
* Conducted field interviews with insurance claimants and beneficiaries to gather crucial information.
* Previously served as a Surveillance Investigator, conducting investigations for insurance claims related to bodily injury, liability, auto-collision, medical, and workers' compensation, utilizing covert surveillance equipment to document critical evidence.

**Education**

**City College Miami**
Criminal Justice | Miami, FL | 2016

**Military Service**

**United States Air Force** | Honorable Discharge
Security Forces Specialist | 2004 – 2008

* Served in the 820th Security Forces Group, providing Force Protection for the Air Force.
* Completed defensive patrols during Operation Iraqi Freedom in Kirkuk, Iraq.