
Garry A. Dallas Jr

Fort Lauderdale, FL 33312

Skills

- Microsoft Outlook
- Microsoft Word
- Microsoft Excel
- Customer Relationship Management (CRM)
- Outside sales
- Cold calling
- Inside sales
- Prospecting
- Marketing
- Phone Etiquette
- Communication
- B2B sales
- Data entry
- Time Management
- Appointment scheduling
- Google Docs
- Business Development
- Manufacturing

Experience

11/2021 - Current

Globe Life And Accident Insurance Company — Fort Lauderdale, FL

Sales Representative

- Sales Training and Mentoring: Experience in training new team members or mentoring peers to enhance overall team performance.
- Goal Setting and Achievement: Ability to set, track, and exceed sales targets consistently.
- Adaptability: Flexibility in adjusting strategies to meet changing market conditions or customer needs.
- Technical Proficiency: Familiarity with sales software, analytics tools, and digital marketing platforms.
- Product Knowledge: Deep understanding of the products/services you sell, allowing you to educate and persuade customers effectively.
- Networking: Building and maintaining professional relationships that can lead to sales opportunities.
- Objection Handling: Effectively addressing and overcoming customer objections during the sales process.
- Customer Service: Providing exceptional service to foster loyalty and repeat business.

07/2019 - 11/2021

Sentinel Health — Fort Lauderdale, FL

Sales Development Representative

- Closing Techniques: Proficiency in various closing strategies.
- Market Research: Ability to analyze market trends and competitor strategies.
- Problem Solving: Skills in addressing customer issues effectively.
- Time Management: Efficiently prioritizing tasks to meet sales targets.
- Team Collaboration: Working effectively with marketing and support teams.
- Customer Relationship Management (CRM): Familiarity with tools like Salesforce or HubSpot.
- Negotiation: Ability to reach mutually beneficial agreements.
- Communication: Strong verbal and written skills for presentations and client interactions.
- Active Listening: Understanding client needs to tailor your approach.
- Lead Generation: Experience in identifying and qualifying potential customers.

Education and Training

06/2021 Broward College Fort Lauderdale, FL
Associate of Arts: Communications

06/2017 South Plantation High School Plantation, FL
High School Diploma

Florida Atlantic University Boca Raton, FL
Information Technology

Activities and Honors

- Attended Tenable Nessus Scanning and Analysis Training directly through Tenable (2021)
- STEM Advisory Committee Member (2018-2020)

Certifications

- Studying for CompTIA Security+
- Studying for CompTIA Network+

Accomplishments

- Ranked among the top 100 sales agents out of over 5000 in the company, successfully closing more than 15 clients each week.
- Set a high standard for other agents through my consistent track record of success.
- Received for consistently exceeding monthly sales quotas, with a track record of closing 80+ deals per month.
- Earned recognition as one of the top 10% of sales agents in Globe Life, based on sales CPA.