

## Jose Battan

### PROFESSIONAL SUMMARY

Dynamic and results-driven sales leader with over 20 years of experience in driving exceptional business growth across various industries. Proven track record of consistently exceeding sales targets, building strong client relationships, and leading high-performing teams. Expertise in consultative sales, strategic planning, team development, and creating innovative solutions that drive revenue and customer satisfaction. Skilled in cold calling, lead generation, B2B sales, and mentoring, with a passion for achieving business objectives and exceeding expectations.

### PROFESSIONAL EXPERIENCE

T-Mobile US, Inc. – Sunrise, FL **Major Business**

**Accounts Executive** *June 2014 – March 2025*

- Cultivated and maintained relationships with local merchants, offering T-Mobile's top-tier B2B products and services.
- Generated leads and closed sales to small businesses within a specific geographic territory, consistently exceeding sales targets by an average of 120%.
- Collaborated cross-functionally with small business sales teams to drive business opportunities and expand market reach.
- Demonstrated fearless cold calling and prospecting to build a strong customer base within assigned territory, consistently surpassing quotas.
- Partnered proactively with assigned Retail Stores to boost Business Sales results through collaborative efforts.
- Developed creative sales approaches, solutions, and proposals, leading to an average sales increase of 18% year-over-year.

Cbeyond – Miramar, FL **Technology Ally**

**Consultant** *April 2013 – May 2014*

- Sold cloud services, voice solutions, fiber optic networks, and other advanced communications technologies to businesses in the Florida region.
- Developed and expanded the sales funnel through cold calls, telemarketing, and strategic lead generation, surpassing sales goals by 130%.
- Focused on selling high-capacity data services and cloud applications to multi-location businesses, achieving a 110% increase in sales within the region.
- Worked with local business partners and affiliations to strengthen the brand's presence in the market.

Global Assurance Group – Fort Lauderdale, FL

**Regional Sales Manager**

*March 2011 – March 2013*

- Analyzed data to identify opportunities in the international health insurance market, ensuring the development of effective sales strategies.
- Recruited, trained, and mentored new sales agents, driving the team to exceed sales goals by 125%.
- Managed key client accounts, including the setup of new accounts and handling service-related inquiries, while maintaining a high level of customer satisfaction.
- Oversaw the development and promotion of new international health insurance plans, contributing to a 112% increase in market penetration.

SGF Global, Inc. – Hallandale Beach, FL **Senior Business**

**Development Manager** *April 2005 – March 2011*

- Spearheaded recruitment and selection strategies, ensuring optimal staffing during a period of rapid company growth.
- Managed talent development programs and mentored staff, resulting in improved performance and employee satisfaction.
- Built and maintained strong relationships with both internal and external stakeholders, promoting a collaborative and high-performing environment.

- Contributed to company growth by increasing recruitment efforts, leading to an increase in qualified candidates hired.

#### **KEY STRENGTHS**

- Exceeding Sales Targets
- B2B Sales & Business Development
- Cold Calling & Lead Generation
- Team Leadership & Mentoring
- Strategic Planning & Execution
- Relationship Building & Client Retention
- Market Research & Analysis
- Sales Training & Development
- Cross-Functional Collaboration
- Negotiation & Proposal Development

#### **TECHNICAL SKILLS**

- Salesforce CRM
- ZoomInfo
- D&B Hoovers
- LinkedIn Sales Navigator
- Cloud-Based Systems
- Microsoft Office Suite (Word, Excel, PowerPoint)
- Market Research Tools

#### **EDUCATION**

##### **Business Administration**

Universidad Central de Venezuela | Caracas, Venezuela | December 1999 – June 2004