

# PILLAR BOOTH

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## PROFESSIONAL SUMMARY

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**Dynamic and results-driven** sales and marketing professional with over a 4-year track record of success in driving customer acquisition and revenue growth. Leverages persuasive communication skills to develop effective sales strategies. Known for exceptional relationship-building abilities and a commitment to achieving and exceeding targets.

## CAREER HIGHLIGHTS

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- *Top 5 Sales Trainee 7 of 10 months*
- *Consistently ranked in the top 25%*
- *Promoted 3 times in a year and ½*
- *Supported car sales team by sending 21 successful leads*
- *Increased 10%+ growth with accounts*

## PROFESSIONAL EXPERIENCE

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### Enterprise Mobility, Reading, PA

*Assistant Manager*

*July 2023 - Present*

- Effectively guiding and motivating a team of 5 towards achieving their goals. Leading by example, delegating tasks, and providing guidance and support to drive business growth and profitability.
- Coordinating and overseeing a fleet of 300+ vehicles and daily operations by liaising between different departments to ensure communication is clear and tasks are aligned with company goals.
- Analyzing customer feedback to identify common issues and then adjusting protocols to improve the overall customer experience.

### Enterprise Mobility, Reading, PA

*Management Trainee*

*August 2022 - June 2023*

- Effectively communicated with customers, body shops, and coworkers to maximize sales and customer service experience.
- Served as both the face of Enterprise to customers and partners and the behind-the-scenes operational expert.

### OrangeTheory Fitness, Kalamazoo, MI

*Sales Associate*

*June 2021 - April 2022*

- Increased revenue in retail for the studio and exceeded retail goals monthly.
- Onboarded all OTF clients by utilizing the Client Intake Form, proper hand on and off.
- Asked fact-finding questions to tailor my closing sales pitch and build relationships.

## EDUCATION

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**Western Michigan University** | Haworth School of Business | Class of 2022

BBA, Sales and Marketing