

Jess Spurgeon

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SUMMARY

Dynamic Sales Representative with a proven track record in tailoring solutions and exceeding targets. Dedicated professional focused on driving sales growth and fostering team development through effective leadership.

EXPERIENCE

Design Consultant

FHIA

October 2023 - Present, Orlando, FL

- Supervised all phases of project execution with advanced CRM software, achieving 95% on-time delivery.
- Trained incoming representatives using structured onboarding programs, enhancing their closing rates by 10%.
- Exceeded the company's closing rate standard and maintained a personal annual closing rate of 40%.
- Leveraged data-driven insights to recommend solutions that reduced average energy expenses by 30%.

Contractor

OSB Sports

August 2023 - December 2024, Online

- Created promotional videos for daily free picks, parlays, and prize picks.
- Developed successful marketing strategies utilizing project management tools.
- Engaged with consumer feedback to help optimize performance and social media growth.

Solar Advisor

Apricot

January 2023 - October 2023, Miami, FL

- Utilized advanced artificial intelligence to determine the optimal panel placement for maximum solar energy production.
- Analyzed customer needs and designed personalized solar systems to help offset annual grid consumption.
- Prepared quotes and contracts outlining the terms of purchasing a new system.

Waitress

Sandbar Delray Beach

February 2022 - May 2022, Delray Beach, FL

- Provided exceptional service and care to every customer throughout the dining experience.

Bartender/Waitress

Jerzees Sports Bar

June 2021 - January 2022, Canton, OH

- Enhanced the guest dining experience by swiftly addressing feedback and utilizing POS systems seamlessly.

Investigator

Research Associates

January 2021 - July 2021, Westlake, Ohio

- Compiled pre-employment background reports through deep investigations and interviews.
- Conducted interviews with former employers to gather performance data on candidates.
- Utilized several online screening sources, such as Lexis Nexis, to streamline data collection for over 100 background checks monthly.

EDUCATION

Psychology, Criminal Justice | Bachelors

Minor in Criminal Justice • Florida Atlantic University • Boca Raton, FL

SKILLS

Project Management

Microsoft

Sales Process

Presentation Skills

CRM Management

Organization Skills
