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JAKE F. RAYA

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Performance-based

Deadline-driven

Expert

Disciplined

With a focused mentality

Authorized to work in the US for any employer

Work Experience

Inside Sales Representative

Pagehub - Westminster, CA

February 2021 to Present

| Sales Rep cold calls at the company, Pagehub's, call center.

| All commission.

Pagehub works with Google AdSense in finding companies that are interested in listing in the top three of listings in their specific category and/or niche. I do well. Just in search of working for a company where I can find more self satisfaction from my successes.

Consumer Acquisition Executive

AT&T Store - Rowland Heights, CA

November 2020 to February 2023

| Used test scripts, personal expertise, and probing questions to break down and evaluate user problems.

| Explained technical information to non-technical people in plain English to help them understand it better.

| Increased sales by informing prospects about the advantages of my products and services in comparison to those offered by competitors.

| Entered customer interaction details into Salesforce to track requests, document problems, and record solutions offered.

Amazon Delivery Driver

Amazon - Industry, CA

January 2022 to January 2023

Amazon delivery driver , sprinter, dodge, etc , running, working out , pre packed lunches, the regular amazon delivery driver

Sales Representative

CHARTER COMMUNICATIONS - Anaheim, CA

September 2016 to November 2020

| Worked in outside business-to-business sales and had proven prospecting and territory management skills.
| Contributed to team objectives in fast-paced environment.
| Contacted new and existing customers to discuss how specific products and services could be used to meet their needs.

Education

Undergrad in Kinesiology

Mt. San Antonio College - Walnut, CA

September 2012 to December 2012

Diamond Ranch High School - Ranch, CA, US

2011

Skills

- B2B and B2C sales
- Flexible schedule
- Customer service
- Inside and outside sales
- Territory Sales Experience
- Lead generation
- Account management
- Salesforce
- Cold Calling
- Telemarketing
- E-Commerce
- Order Entry