‍‍Braxton Burrows

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Professional Qualifications

A highly motivated professional with a solid reputation in client development and product promotion. Results-oriented salesman with unyielding commitment to serving the needs of clients, and delivering unmatched customer service. Professionally develop strong business relationships, and present information to diverse audiences. Recognized by both peers and management for continuous efforts to exceed sales expectations.

Professional Experience

Territory manager | Lone star forklift | october 2013 – present

* Managing designated territory to maximize Lone Star Forklift’s presence
* Conduct cold-calling efforts throughout the week to generate new clients
* Exceeding company target goals for equipment sales, service, parts, and rentals
* Providing on-site expertise for demonstrations, machine inspections, and technical support
* Develop and implement various prospecting methods to find unsurpassed sales opportunities
* Negotiating credit terms with financial brokers, and preparing quotes and creating contracts for customers
* Extensive involvement with sales managers, commercial customers, and technicians to achieve the greatest experience for the customer
* Maintaining detailed account profiles and generating sales reports
* Lead instructor for forklift safety and operation that meets OSHA regulations

swimming pool care and maintenance | sterling pools | january 2012 - October 2013

* Following up with customers to ensure the quality meets their expectations, and making sure the client has no questions on any additional maintenance that requires assistance
* Interacting professionally with my managers to keep up to date on changes in my daily schedule and getting information on additional work that customers seek having completed
* Using well thought out time management skills to complete my route in a timely manner each day
* Staying organized through the week to keep the customer satisfied as well as saving time and gasoline

custom framer | Hobby Lobby | august 2011 - january 2012

* Encouraging clients to purchase custom frames for their art piece to increase the value, give it a more sophisticated look, and to give me the opportunity to use my creativity to make an original work of art
* Assisting customers with making creative decisions with their photos, crafts, and other items
* Working in the frame workshop on a weekly schedule with deadlines to be met on multiple orders
* Ordering frames, glass, and other supplies for the upcoming week

References

**Terri Arnett**

**Owner of Sterling Pools**

**(972) 475-3849**

**James Freel**

**Service Department Manager at Crest Cadillac**

**(469) 919-5551**

**Walter Wilson**

**Former Sales Manager at Lone Star Forklift**

**(214) 531-9506**