

Renu Sanchezortiz

Telemarketing Sales Representative

I am a Telemarketing Sales Representative with over 1 year of experience. I have successfully made sales calls and closed deals with customers. I am able to quickly build rapport and relationships with potential clients. I have excellent communication skills and can effectively sell products or services over the phone.

renu.sanchezortiz@gmail.com 

(447) 100-5446 

713 Oak Street, Los Angeles, CA 
90014

Education

High School Diploma at Harvard University, MA

Sep 2016 - May 2021

I've learned how to study for
and take tests, how to do
research, and how to write
papers.

Links

[linkedin.com/in/renusanchezortiz](https://www.linkedin.com/in/renusanchezortiz)

Skills

Communication



Persuasion



Active Listening



Closing Skills



Motivation for Sales



Product Knowledge



Objection Handling



Languages

English



German



Employment History

Telemarketing Sales Representative at Comcast, ID

Jun 2022 - Present

- Exceeded monthly sales quotas by an average of 23%.
- Consistently ranked in the top 3 out of a team of 25 telemarketing representatives.
- Generated \$12,000 in new revenue through upselling and cross-selling existing clients on additional products and services.
- Overcame objections from 80% of prospects contacted, leading to a conversion rate of 35%.
- Exceeded daily call volume goals by an average 20%, making 150 – 200 calls per day.

Telemarketing Sales Representative I at AT&T, ID

Sep 2021 - Apr 2022

- Exceeded quarterly sales goals by 10%.
- Consistently ranked in the top 3 of 20+ sales representatives.
- Generated \$500,000 in new revenue for the company over 2 years.
- Developed and implemented a successful outbound call campaign that increased leads by 25%.
- Closed 95% of all deals brought to table.

Certificates

Certified Telemarketing Sales Representative (CTSR)

Jan 2021

Certified Professional Telemarketer (CPT)

Nov 2019

Memberships

American Telemarketing Association

Professional Association of Customer Engagement