



Door-to-Door Sales Representative

John Knight

Professional summary

Motivated and energetic Door-to-Door Sales Representative with 5 years of experience in direct-to-consumer sales of home security systems. Adept at quickly building rapport with customers and closing sales in a competitive market.

Experience

Door-to-Door Sales Representative

June 2021 - Now

SafeHome Security Solutions / Denver, CO

- Successfully sold and installed over 300 home security systems, resulting in 0,000 in revenue.
- Achieved a 40% conversion rate from initial contact to closed sale through persuasive communication and strong product knowledge.
- Consistently rank in the top 10% of the sales team for monthly sales performance.
- Train and mentor new sales representatives, helping them achieve their first sales within two weeks.
- Conduct market research to identify high-potential neighborhoods, resulting in a 20% increase in sales efficiency.

Sales Associate

March 2019 - May 2021

Rocky Mountain Solar / Boulder, CO

- Sold solar panel installations to homeowners through direct door-to-door sales, generating 0,000 in annual revenue.
- Provided customers with detailed cost-benefit analyses, resulting in a 35% increase in conversion rates.
- Maintained a high level of customer satisfaction through follow-up visits and excellent post-sale support.
- Collaborated with the installation team to ensure smooth transitions from sale to installation.

Volunteer Work

Volunteer Sales Trainer

2022 - Now

Denver Youth Outreach

- Provide sales training and mentorship to at-risk youth interested in sales careers.

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Denver, CO

Education

High School Diploma

2014 - 2018

East High School

Denver, CO

Skills

Direct Sales Techniques

Customer Relationship Management

Market Research

Product Knowledge and Demonstrations

Persuasive Communication

Sales Conversion Strategies

Time Management and Organization

Languages

English (Native) French (Basic)