

# César Cabal

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Atlanta, GA

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*Motivated, experienced and detail-oriented sales professional seeking a sales position at a goal-oriented organization. Eager to demonstrate my advanced customer relations and sales skills in a high-paced environment.*

## WORK EXPERIENCE

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### **Self-Employed** - Homemaker

2018 - current

Atlanta, GA

- Formulated and balanced a budget, paying bills and identified cost-saving opportunities for a household of 3 adults and 2 kids
- Supervised play activities involving 3 children, and entertained them 3 hours a day to boost their interpersonal and coordination skills
- Participated in local community events, including garage sales and volunteer projects involving other local homemakers
- Created a Facebook group of 20+ homemakers to share ideas on parenting and other social issues affecting families

### **Sunpower** - Sales Manager

2015 - 2018

Atlanta, GA

- Recruited, hired, and trained a sales team consisting of 20 members targeting customers within a 40 mile radius
- Mentored and provided feedback to sales team members, increasing sales targets by 15% within first 6 months of hire
- Developed individual sales goals and assigned sales territories, increasing performance by 25% annually
- Built and promoted solid customer relationships, boosting customer relations and retention by 15%
- Studied 14 main competitors, identified emerging markets and market shifts and reported to marketing manager

### **Lowe's** - Retail Associate

2009 - 2015

Atlanta, GA

- Ensured a positive shopping experience for customers, averaging \$10,000 in sales a day
- Established and implemented individual and team sales goals, improving sales performance by 8% year over year
- Recommended best products to 50+ customers a shift, increasing customer satisfaction and retention by 16%
- Alerted management on potential security issues, saving the company over \$100,000 a year in losses
- Maintained a neat and orderly appearance throughout the sales floor, boosting the company's reputation as an industry leading brand

## EDUCATION

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### **South Atlanta High School** - High school diploma

2002 - 2006

Atlanta, GA

## SKILLS

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Analytical; Organized; Problem Solving; Diligent; Research