

JAY ROBERTOS

SALES TRAINER & MANAGER

PROFILE SUMMARY

CONTACT

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Young, ambitious, and motivated sales professional looking to expand my leadership skills and abilities. With over five years of sales experience and over 2 years of leadership experience, I've led teams to profitability while maintaining my own sales standards and goals. I strive to set an example by bringing forth my attention to detail, strong work ethic, ability to maintain a great attitude, and high self-accountability, paired with a student mentality. I am ready to provide the key values of a great employee or business partner to any industry.

EDUCATION

TEMECULA VALLEY HIGH SCHOOL
Class of 2021

- 3.4 GPA

MANAGEMENT TRAINING
PROGRAM
2023-2024

- Training program for SoCal Premier Marketing management role

WORK EXPERIENCE

SoCal Premier Marketing
Assistant Manager

NOV 2023 - CURRENT

- A direct to consumer marketing firm working with AT&T and other major telecommunications companies inside major retailers.
- Responsible for holding team members accountable for their performance, and go on calls every Sunday to go over profitability with higher-ups.
- I am responsible for teaching and training sales systems, as well as retention/termination of people on my team.
- Responsible for managing call-offs, having critical conversations, maintaining compliance measures, and making schedules based on profitability.

Simple Energy Solar
Sales Trainer

SEP 2022 - JUNE 2023

- Picked up the sales aspect of this job quickly from my past experience, and was promoted to sales trainer.
- Would lead a van full of people, map out territories, keep people motivated, manage everyone's breaks, and maintain good communication with higher-ups
- Learned leadership skills through networking, trial and error, and dedicated self-development.

SKILLS

- Sales
- Public Speaking
- Leadership
- Critical Conversations
- Creative Problem Solving
- Compliance knowledge
- Profitability Management

Cricket Wireless
Sales Representative

DEC 2020 - SEP 2022

ADDITIONAL

- Strong knowledge about economics
- Deep understanding of automotive equipment and parts.

- Maintained the cash register, transactions, and closures.
- Mastered all basic sales techniques like AIR, SEE, MIMS, CPR, closing circle, to drive successful interactions.
- Developed strong face-to-face engagement skills to effectively pitch and sell products to diverse customers.
- Guided clients through contracts, ensuring informed decisions based on comprehensive product knowledge