


Calvin Holsonback

Business Center Sales Associate

As a Business Center Sales Associate with over 1 year of experience, I excelled in providing exceptional customer service and support within a fast-paced business environment. My strong ability to effectively manage a diverse range of responsibilities, such as sales, merchandising, and inventory management, enabled me to contribute significantly to the overall success of the business. Collaborating seamlessly with team members and leveraging excellent communication skills, I consistently exceeded sales targets and built lasting relationships with clients. Furthermore, my keen attention to detail and adaptability allowed me to thrive in a dynamic work setting, ensuring the highest level of customer satisfaction and business performance.

calvin.holsonback@gmail.com 

(910) 530-2526 

123 Desert Breeze Dr,
Albuquerque, NM 87121 

Education

**Associate of Applied
Science in Business
Administration at Central
New Mexico Community
College, Albuquerque, NM**

Sep 2018 - May 2022

Relevant Coursework: Financial and Managerial Accounting, Principles of Management, Business Law, Business Communication, Human Resource Management, Marketing, Economics, and Business Statistics.

Links

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

Skills

Customer service

Sales techniques

Communication skills

Product knowledge

Time management

Problem-solving abilities

Employment History

Business Center Sales Associate at New Mexico Business Center, NM

Nov 2022 - Present

- Increased monthly sales revenue by 25% within the first six months of working at New Mexico Business Center, contributing to a significant boost in overall company profits.
- Successfully upsold additional services and products to 80% of clients, leading to a 15% increase in average transaction value and enhancing customer satisfaction.
- Developed and implemented a new marketing strategy targeting local businesses, resulting in a 30% increase in new clients and expanding the company's presence in the region.
- Streamlined the sales process by introducing a CRM system, reducing administrative tasks by 40% and allowing the team to focus more on building relationships with clients and closing deals.

Junior Business Center Sales Associate at Enchantment Office Solutions, NM

Jul 2022 - Sep 2022

- Successfully exceeded sales targets by 20% in Q3 2020, generating a revenue of \$150,000 for Enchantment Office Solutions in New Mexico.
- Established and maintained relationships with 10 new high-value clients, contributing to a 15% increase in overall client base within the first year of employment.
- Implemented a strategic cross-selling initiative that resulted in a 25% increase in add-on sales for existing clients, boosting the average transaction value by \$500.
- Organized and executed a successful promotional event for the business center, attracting over 50 attendees from local businesses and securing 5 new contracts worth a total of \$75,000.

Certificates

Certified Inside Sales Professional (CISP)

Dec 2021

Certified Professional Sales Person (CPSP)

Dec 2020

Memberships