

Austin Burke

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I am a highly motivated individual interested in finding a sales/marketing position with a company, that not only offers a superior product but will give me the opportunity, with hard work and dedication, to move up within the company. I strive to be the best in everything I do and will not stop until I'm a top producer.

Willing to relocate: Anywhere

Work Experience

Loan Consultant

Lending Arts - Lakewood, CO
September 2020 to Present

Calling prospective customers using scripts and trained industry knowledge to provide information about product features, pricing, and benefits. Fact finding with pertinent questions to understand the prospective customer's needs. Enter and manage warm lead opportunities and results in a CRM application. Continuously going the "extra mile" to meet sales quotas and facilitate future sales. Provide the customer with "best in class" service!

Digital Sales Advisor

Native Rank - Denver, CO
January 2019 to August 2020

Business to business sales, where I would consult and advise on Native Rank's marketing services and products. Responsibilities included outside sales, cold calling on small, medium and large local companies, manage a pipeline, research industry trends and competitive analysis, build strong proposal for potential clients, work with the account management team to ensure customer success and retention and achieve daily, weekly and monthly quotas and goals consistently.

Sales Representative

Breckenridge Grand Vacations - Breckenridge, CO
November 2016 to December 2018

Promoted and marketed for a brand-new ski in/ski out resort at the base of peak 8 in Breckenridge, called the Grand Colorado. The job included setting up tours for qualified families who loved to vacation regularly. I used various gifts as tools such as, free activities, visa gift cards or discounted lodging, to incentivise families to attend a 90-minute timeshare presentation. I had to be outgoing, think quick on my feet and do a great job presenting the resort using a pitch-book and product knowledge. After I closed the deal, I had them fill out paperwork, entered their information in the system and scheduled the tour date/time with the next available broker.

Business Solutions Consultant

All Copy Products
September 2015 to November 2016

Dedicated to helping companies optimize available technology, enhance productivity, reduce business risk and maximize return on investment. Leveraging our expertise and past experiences, I offered a customized approach to designing, developing, and implementing end-to-end solutions to meet your needs on the newest technology available for your business to run as efficient as possible while saving them money at the same time.

Sales Manager

DIRECTV

June 2013 to August 2015

Demonstrated goods and services. Sold merchandise. Managed sales team. Trained and interviewed employees. Booked, set up and staffed events for different sales teams. Handled all customer service and orders. Collected and managed all payments/deposits.

Alorica Sales Manager

Scoresense - Colorado Springs, CO

January 2012 to June 2013

Managed a team of 20 to 30 Retention/Customer service representatives in a call center environment. Recruited and interviewed my team. Coached and developed agent's retention skills to ensure our team exceeded our monthly quota. Trained agents on new quality guidelines set forth by the client. Tracked team's attendance daily. Handled all disciplinary actions.

Education

Pikes Peak Community College

Skills

- Business Consulting
- Outside Sales
- B2B Sales
- Sales Management
- CRM Software
- Cold Calling
- Recruiting
- Business Development
- Account Management
- Pricing
- Salesforce
- Project Management
- Negotiation
- Process Improvement
- Marketing
- Management

- Product Development
- Market Research
- Strategic Planning