

Nelson Delpozo

Experienced Sales Professional

Lafayette, CO
neldelpozo@hotmail.com
720-705-7960

Authorized to work in the US for any employer

Work Experience

Account Executive

Leanin' Tree Greeting Cards - Boulder, CO
December 2016 to Present

Responsible for generating new business through outbound calling and follow up to prospective small business owners throughout the US. Tasks include identifying and contacting decision-makers, relationship-building, positioning product and closing using six-step sales process.

Independent Sales Representative

REbranding 360 Inc. - Broomfield, CO
May 2015 to September 2016

Responsible for creating new business through prospecting by phone and personal visit to business owners throughout the Boulder County area with the goal of selling enhanced Google Maps branded photo shoots and map listings. Skills required and used on a daily basis include excellent phone and interpersonal skills, organization and follow-up skills, self-discipline and motivation, as well as professional demeanor and the ability to build trust-based relationships in a short sales cycle (2-3 contacts).

Senior Account Executive

Bankers Healthcare Group, Inc. - Davie, FL
October 2007 to April 2015

Responsibilities

Responsible for handling various lead types including inbound calls, outbound cold calls, and online inquiries from new and existing clients in the healthcare industry. Contacting prospective clients such as chiropractors, physical therapists, medical doctors, dentists, nurse practitioners, etc., via office phone, cell phone, email, and text message, and handling resistance from office staff gatekeepers. Identifying the needs of the client, positioning the company's products, and closing contracts. Oversaw the commercial loan process from application to funding, including credit checks, business verification, and income verification.

Accomplishments in seven years of service: was awarded Sales Representative of the Year twice, Sales Representative of the Month 17 times, "Million Dollar Club" 11 times. Was part of the development team for the company's current transactional software. Was also lucky enough to be chosen for full Grant Cardone sales training which included phone use, email use, prospecting, follow-up techniques, overcoming objections, closing, generating repeat business, and customer service.

United States Peace Corps Volunteer

US Peace Corps - Tela, Atlantida, Honduras
February 2004 to December 2006

Water systems design and implementation, public health outreach and education.

Education

Psychology

St. John's University - Jamaica, NY

1988 to 1992

Skills

Microsoft Office (10+ years), Salesforce (5 years)

Links

<https://www.linkedin.com/in/nelsondelpozo/>

Military Service

Branch: US Navy

Service Country: United States

Rank: E-5

April 1996 to May 2000

Aviation Electronics Technician 2nd Class 1996-2000. Served two deployments to the Persian Gulf (1997, 1999) aboard the USS Constellation (CV-64) as Avionics Technician for squadron VS-38. Received Sea Service Expeditionary Medal. Honorable discharge for completion of service.