

Christopher Huynh

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****REPLACE WITH SUMMARY WHY I AM QUALIFYING**

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Experience

AT&T National Business | Tustin, CA

February 2019 – Present

Sales Executive Acquisitions

- Responsible for overall sales strategy and generating results in assigned territory
- Source, generate, and acquire new business clients via cold calling, email, referrals, and networking
- Monitor industry competitors, new products, and market conditions and remain up-to-date and relevant in the industry while fulfilling specific needs and objectives of clients
- Generate, maintain, and expand client database throughout AT&T footprint with existing and prospective clients while delivering a superior experience
- Provide consultative, educational, and analytical services to clients which illustrate financial, professional, and technical value and benefit of AT&T products and services
- Meet with clients and prospects, in-person and over the phone, for demonstrations, presentations, trainings, and fulfillment of ongoing sales, servicing, and support needs
- Develop strategic initiatives to grow and retain the revenue stream of assigned complex accounts and projects

AT&T National Business | Tustin, CA

September 2015 – January 2019

Sales Executive Small Business Retail

- Area manager supporting 16 retail stores with a key focus on enterprise solutions
 - **What was the result?**
- Conduct and implement training around current products, promotions, and services for retail stores to independently provide customers with a complete solution
 - **What did this result in?**
- Increase existing revenue and create new sales by delivering AT&T products, services, systems, and solutions to meet a wide variety of business customer needs
 - **Be specific! How much? How did you do it? These can be seen as fillers and need to show case the essence of who I am**
- Utilize a consultative approach to provide value as a resource of knowledge and expertise across AT&T enterprise solutions
- Demonstrate progressive record of sales achievement
 - Maintained above 100% sales achievement in year of 2016, 2017, and 2018
 - **Be specific on the percentages**
- Establish and maintain productive long-term networks and relationships with customers
- Demonstrate working knowledge of the organization's entire product and service line
- Support management as technical subject matter expert for various AT&T proprietary systems

AT&T Mobility | Rowland Heights, CA

October 2013 – September 2015

Assistant Retail Store Manager

- Managing, recruiting, setting objectives, coaching, and training sales representatives
 - Team of 16 sales representatives
- Design and implement strategic sales plan that expanded customer base
- Market research on competitor offerings surrounding Mobility, Broadband, and Television services
- Oversee the overall daily operations consisting of: inventory management, sales and budget forecast
- Ensure overall aesthetics and cleanliness of retail store
- Coach and develop employees to succeed in both personal and professional aspects

- 4 Direct Reports promoted within career
- Test systems and software before national launch
 - Providing feedback to developers and project management teams

AT&T Mobility | Alhambra, CA

April 2010 – October 2013

Retail Sales Consultant

- Provided complete solutions for consumer & business clients consisting of wireless, broadband, television, and mobile applications
- Subject Matter Expert amongst peers on following products: Mobile Applications, Broadband, and Business Solutions
- Conducted training amongst peers along-side management team
- Deliver an extraordinary customer experience by providing clear, concise, and in-depth explanations of available products and services matched to each individual client needs
- Consistently achieved above sales quota
 - 2011 AT&T Summit Winner (142% to quota)

Education

Champlain College Burlington, Vermont

December 2018

Bachelor of Science, Business Management

- **Relevant course work:** Strategic Marketing, Integrated View of Business, Macroeconomics, Microeconomics, Driving Revenues, Critical Thinking in Business, Statistics

Certifications

CompTIA A+

CompTIA Network +

Cisco CCNA (Expected completion Summer of 2020)