

AMANDA HAVILI

PROFESSIONAL EXPERIENCE

Realtor / Park Place Real Estate, Clovis CA

February 2023 to Current

As a dedicated and results-oriented realtor with nearly one year of experience in the real estate industry, I have played a pivotal role in facilitating successful property transactions and providing exceptional service to clients.

- Client Acquisition and Relationship Management
- Market Research and Analysis
- Compliance and Documentation
- Negotiation and Closing

Account Manager, Global Accts / AT&T, CA, TX

March 2022 to August 2022

Expertise in driving sales of new product development ventures. Oversaw entire portfolio for Meta, Citrix and Dell. Working directly with account team to provide overall support while researching and developing solutions. Proven ability to drive revenue sales, build/maintain client and partner relationships.

- Oversaw sales processes and communications management
- Partnered with sales execs to plan Quarterly Business Reviews
- Developed custom contracts and pricing
- Reversed stagnant sales trends and increased revenue profit

Client Solutions Executive BIR/Mobility / AT&T, Bay Area, Central Valley CA


June 2018 to February 2021


Managed multiple premier accounts while providing support to 23 customer facing retail locations as their Business account Manager. Built and maintained relationships with strategic planning while executing new sales opportunities.

- Network to build client base to new and existing clients
 - Create in-depth sales presentations
 - Created and directed sales team training and development programs
 - Trained retail managers on business processes and procedures
-




PROFILE

Amanda Havili 

Fresno, CA 

msamandalynn@gmail.com 

559.801.7041 

ABOUT

Dedicated and results driven realtor with nearly a year of experience in the dynamic field of real estate. Backed by over two decades of proven success in sales, I bring a wealth of expertise in managing teams, building revenue, and cultivating strong relationships with Fortune 500 companies.

EXPERTISE

- Sales Mastery
- High Communication Skills
- Skilled Negotiator
- Client Relationship Mgmt
- Problem Solving

PROFESSIONAL EXPERIENCE (CONTINUED)

Retail Sales Consultant / AT&T, Clovis, CA

May 2011 to May 2018

Delivered exceptional customer experiences while driving sales and promoting AT&T's extensive range of mobility products and services.

- Established new business and consumer accounts
- Informed on all loyalty programs and offerings to increase sales
- Business certified
- Maintained a deep understanding of mobile devices and plans
- Assisted customers with technical issues and device setup

Assistant Retail Manager / MAC Cosmetics, Fresno, Santa Barbara CA

November 2005 to October 2010

Supported the overall success of the counter while ensuring an exceptional customer experience. Contributed to the brands reputation for excellence in the cosmetic industry.

- Monitored individual and team sales goals
- Organized and executed events, product launches and makeup demonstrations
- Fashion show certified
- Managed inventory/replenishment levels

EDUCATION

Fresno City College

Fresno, CA
2015-2017

National University

Fresno, CA
2009-2012

SKILLS

MAC & WINDOWS



MICROSOFT EXCEL



POWER POINT



MICROSOFT WORD




DATA ANALYSIS




PIVOT TABLES



SOCIAL

theamandahavili 

Amanda Havili 

linkedin.com/in/amandahavili 

propertieswithamanda.com 