



GEOFFREY HALLER

Pittsford, NY 14534 • Office: 585-264-1977

Professional Summary

Focused and experienced sales-oriented professional, successful at multi-tasking and delivering prompt and friendly service to all customers. Maintains a positive attitude and a great sense of humor in even the most stressful situations, while going above and beyond to create exceptional experiences. Friendly, punctual, and enthusiastic team player with a passion and reputation for ensuring customer satisfaction seeking full-time position.

Skills

- Organized and detail-oriented
- Strong interpersonal skills
- Works well independently
- Thrives in fast-paced environment
- Committed team player
- Courteous, professional demeanor
- Informative and helpful
- Excellent time management
- Active listening skills
- Industry knowledge
- Accomplished team leader
- Ensures customer satisfaction

Work History

Business Development Specialist, 10/2015 to 09/2016

LARE Marketing Group/Real Agent Pro – Rochester, NY

- Professionally communicated with sellers to understand their property needs and preferences.
- Acted as a consumer advocate between agents and sellers to ensure positive experiences for both parties.
- Achieved outstanding performance resulting in the most listings in the second quarter.
- Coordinated listing appointments across time zones at properties nationwide for clients.
- Generated leads for sales through cold calls and referrals.
- Obtained the highest valued listing in company history (\$5 Million).
- Sold the company's first Black Diamond Package, the largest offered.

Account Manager, 03/2015 to 09/2015

Embrace Marketing Innovations – Rochester, NY

- Built and managed a high-quality team of 3-4 sales reps, ensured overall team integrity and professionalism in compliance with client's brand standards, while still maintaining personal sales production and growth.
- Negotiated prices, terms of sales and service agreements.
- Wrote sales contracts for orders obtained and submitted orders for processing.
- Attended monthly sales meetings and quarterly sales trainings.
- Prospected and conducted face-to-face sales with customers, business executives and directors throughout assigned territory.
- Maintained knowledge of current sales and promotions, policies regarding payment and exchanges and installation practices.

Server, 10/2013 to 03/2015

ROCFish – Henrietta, NY

- Closed restaurant as shift leader several times a week while managing a team of servers executing nightly closing duties.
- Developed an intimate rapport with and described daily specials to guests, communicated effectively with them to ensure quality service.
- Articulated orders clearly to kitchen staff and effectively handled stressful situations while maintaining a respectful attitude.

Education

In Progress: Construction Technology,

Monroe Community College - Brighton, NY

High School Diploma: 2008

Pittsford Mendon High School - Pittsford, NY

- Graduated with Advanced Designation