

MATTHEW DOWLING

18 E Camden St. Apt 316

Hackensack NJ, 07601

(845) 596-1653

matthewdowling27@gmail.com

PROFESSIONAL PROFILE

Energetic and dynamic sales professional with four years of sales experience in different environments focused on business to consumer sales. Proven track record in both creating leads, fostering a selling environment, handling objections, and closing deals. Looking to bring my experience to a business to business market with a company that focuses on integrity and grit.

EXPERIENCE

Power Home Remodeling, Edison, NJ

March 2020-June 2022

Sales Consultant

October 2021-June 2022

Key Qualifications and Responsibilities

- Ran 1 to 3 appointments daily creating urgent need for products, demonstrating products to customers, building value in company and closing sales.
- Initiated clean project launch with detailed notes in order to improve customer experience.
- Participated in professional development and assisted new sales consultant's with product training

Key Achievement

- Hit volume targets every quarter and led the NJ office in Gross to Net Volume.

Customer Development Mentor

January 2021-September 2021

Key Qualifications and Responsibilities

- Led teams of six Customer development representatives and exceeded team targets for appointments, estimates, and volume per quarter
- Instructed and shadowed new employees and provided ongoing training. Conducted 1 on 1 performance reviews and mentored employees achieve goals and promotions.

Key Achievement

- Promoted 2 representatives to Customer Development mentorship role and 8 representatives to sales consultant positions.

Customer Development Representative

March 2020-December 2020

Key Qualifications and Responsibilities

- Prospected and created warm leads for Sales Representatives by canvassing neighborhoods.
- Exceeded Marketing goal metrics by 5% every quarter

Key Achievement

- Exceeded Leadership numbers in Q4. Promoted to Mentor position and voted Most Grit award for 2020

24 Hour Fitness, Nanuet, NY

Sales Advisor

September 2018– February 2020

Key Qualifications and Responsibilities

- Responsible for providing guests to the club with a tour; highlighting key amenities that could specifically help them achieve their fitness goals. Drive sales by connecting with guests on a personal level.
- Worked with Microsoft CRM tools to manage leads, log calls, make appointments and document important data about prospective members.
- Provide Customer service to guests and current members and address issues that arise in the club.

Key Achievement

- Top sales performer in Quarters 3 and 4 of 2019.

EDUCATION

BS Management Information Systems and Business Analytics

Colorado State University-Global Campus

Completion: 2020

Community Service

Angel Project School for Ghana

November 2016- March 2019

- Assisted with fundraising activities.
- Acted as a treasurer and helped with banking and nonprofit paperwork.

AWARDS AND ACKNOWLEDGEMENTS

- Eagle Scout Award (2013)

References

Nicholas Serrano: Power Home Remodeling- Director of Customer Development

Phone: (201) 841-5366

Email: Nicholas.serrano@powerhr.com

Paul Kowalski: Power Home Remodeling- Sales Mentor

Phone: (845) 825-4702

Email: Paul.kowalski7@gmail.com

Liam Fahy: Power Home Remodeling- Sales Team Leader

Phone: (845) 641-9786

Email: prosecuritynyc@gmail.com

