

# JAESON BECKER

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## Sales Generation

## Collaborative Sales

## Brand Building

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Proven business solutions professional with demonstrated achievement in strategic concept development including the execution and management of successful sales campaigns. Leverage unique selling propositions; include service as a product, engaging prospects to begin sales cycle activity. Adept at tailoring sales presentations to local, regional, and national accounts.

- ✓ Exceeded sales quotas by 50% in competitive sales of cellular products, fleet tracking and paperless business solutions generating strong referral base and successful up-selling of accessories and additional products.
- ✓ Built sales territory from the ground up, developing relationships with suppliers and vendors as well as conducting personal sales.
- ✓ Proven commitment to client services with 98% retention rate for repeat business and product expansion.
- ✓ Negotiated and closed contracts in multiple industry platforms identifying and preparing solutions to meet client needs.
- ✓ Designed and implemented direct marketing and advertising campaigns to generate exemplary quarterly outcomes with closing sales exceeding company sales expectations.

### Professional Accomplishments

Exceed Quotas  
Brand Building  
Hardworking  
Developing Relationships  
People Person

Customer Service  
Resourceful  
Training  
Sales Building Programming  
Improve Consumer Costs

Account Management  
B2B Sales  
Professional  
Creating Selling Scripts  
National/International Accounts

### Employment Experience

**Marshall Wireless**, Saint Louis, MO  
*District Channel Manager*

2015-2018

- ✓ Promoted to supervise sales team of 18 representatives and 18 retail store managers by recruiting, training and initiating company based incentive programs.
- ✓ Led sales team that increased district sales goals by 66%, ranking among the top five out of 100+ company sales representatives.
- ✓ Creatively explored relationships through business to business contact while following through with requested presentations for fleet tracking, paperless forms and cellular program options.
- ✓ Detailed oriented with projecting sales goals through market trends and addressing projective forecasts with client base.
- ✓ Acted as liaison with retail sales and business to business departments, facilitating internal relationships to generate revenues.

**Congregation B'nai Amoona**, Saint Louis, MO  
*Educator*

2003-Present

- ✓ Motivated educational teacher focusing on curriculum that was generated by myself and approved by the director of education.
- ✓ Detailed oriented with understanding a variety of different learning styles and addressing through lesson plans and lectures with students.
- ✓ Meticulous with behavior management and positively redirecting students to a more attractive activity when needed.