

MICHAEL MOORE

Sales Representative

6151 Knollwood Rd
Willowbrook, IL 60527

630-544-7685

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SUMMARY

Energetic Sales Representative offering demonstrated success identifying prospects and converting leads into customers. Superior communication skills with ability to understand client needs and close sales. Recognized for creativity and resourcefulness in meeting and exceeding sales, revenue and profit goals. Bringing 13 years of related experience.

KEY SKILLS

Oral Communication
Critical Thinking
Telephone Etiquette
Active Listening
Staff Development
Conflict Resolution
Relationship Management
Customer Service
Rapport Building
Strategic Prospecting
Time Management
Objection Handling

EXPERIENCE

Sales Representative

Window Works, Bolingbrook IL 07/2018 - present

- Conducted on-site product demonstrations to highlight features, answer customer questions and redirect concerns

Senior Loan Officer

Stearns Lending, Schaumburg IL 02/2017 – 07/2018

- Recommended loan approvals and denials based on customer loan application reviews

Senior Loan Officer

Neighborhood Loans, Lombard IL 07/2015 – 02/2017

- Developed and maintained relationships with local real estate agents

Senior Loan Officer

CF Funding, Naperville IL 08/2007 – 08/20015

- Originated, reviewed, processed, closed and administered customer loan proposals

Outside Sales Representative

US Foodservice, Chicago IL 08/2005 – 08/2007

- Visited customers to evaluate requirements, demonstrate offerings and propose strategic solutions for diverse needs

Futures Trader

Falcon Trading, Chicago IL 10/2002 – 07/2005

- Traded E-mini Nasdaq and S&P 500 futures

Options Trader

G-BAR Limited Partners, Chicago IL 09/1996 – 10/2002

- Traded equity options based on market demand

EDUCATION

Eastern Illinois University
Charleston IL

REFERENCES

Available upon request