

CHRIS BREITENGROSS

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Professional Summary

Sales professional with a history of exceeding quotas and building relationships with clients in technology, financial services, hospitality, automotive, retail and healthcare industries for over 10 years.

Skills

Cold Calling

Prospecting/Hunting

Negotiation

Consultative Sales

Outside Sales

Project Management

Work History

Project Manager, 08/2020 to Current

ProWest Roofing & Restoration – Phoenix, AZ

Built pipeline cold calling door to door. Acted as advocate for between homeowner and insurance company to get a full replacement roof due to storm damage. Once projected began, switched roles into a project manager guiding project through completion.

Account Representative, 01/2020 to 05/2020

Hireology – Chicago, IL

Prospect, cold call and sell recruiting and onboarding SaaS to owners and executive level management within healthcare and automotive verticals.

Account Manager, 01/2018 to 11/2019

Best Plumbing Services – Chicago, IL

Sold specialized plumbing and industrial equipment to hospitals, universities, government, military and large commercial properties. Manage existing client list while continuously hunting/cold calling new customers.

Outside Sales, 01/2016 to 01/2018

Floral Image – Chicago, IL

Prospect and cold call businesses; pitch floral service during face to face, door-to-door guerilla marketing approach. Plan and successfully execute workday goals independent of direct supervision. Won 'Quota Crusher' designation for exceeding quota for 6+ months.

Sales Representative, 01/2012 to 01/2015

Wickstrom Auto Group – Barrington, IL

Sold new and used vehicles for an award winning auto dealer. Utilized a proven sales strategy to understand motivations, overcome objections, and present advantages over competitors. Negotiated terms and closed sales using a variety of techniques tailored to each individual. Trained customers to use technology and communication functions. Held ranking in top 5 out of over 40 reps.

Chicago Sales, 01/2009 to 01/2012

Crepes a Latte – Chicago, IL

Managed trade show services for Pfizer and Abbott Labs, often executing several trade events throughout the US simultaneously. Prospected new business through networking events and cold calling. Sold Chicagoland services catering to weddings and corporate events, increasing annual revenue by over 120%.

Education

Bachelor of Science: Electronic Media, 2003

Northern Arizona University - Flagstaff, AZ