

# 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  
Demonstrating Software  
Negotiation  
Consultative Sales

Marketing Strategy  
Phone (Inside) Sales  
Outside Sales  
Public Speaking

## Work History

**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 with the healthcare and automotive verticals.

**Account Manager**, 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**, 2016 to 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**, 2012 to 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**, 2009 to 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%.

**Loan Officer**, 2005 to 2009

**Assurity Financial Services** – Phoenix, AZ

Worked with clients to refinance and secure standard, jumbo and hard loans. Presidents club (top 10% of sales team) three consecutive years. Licensed in Arizona, Florida, Colorado and California.

**Consultant**, 2003 to 2005

**ProNet Solutions**

Sold and outsourced IT support packages for small to medium sized banks. Made regular presentations keeping board of directors up to date on risks and made recommendations to keep network secure from virtual threats.

## Education

**Bachelor of Science**: Electronic Media, 2003

**Northern Arizona University** - Flagstaff, AZ