

Matt Stone

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PROFILE

I am an outgoing and personable individual, with a proven track record of success in both team and independent settings. I am looking for new opportunities in the appraisal industry to increase my skill set and knowledge as I begin the process of attaining my AACI Certification.

SKILLS

- B2B Sales
- Business Development
- Account Management
- Attention to Detail
- Microsoft Word
- Microsoft Excel
- Customer Service
- Time Management
- Self Motivated

EDUCATION

- Diploma, Marketing Management, BC Institute of Technology, Burnaby BC*** **2013-2015**
- Improved communication skills through Business Communications courses
 - Sales skills learned through various real world sales presentations and internship
 - Working effectively in teams through major group projects
 - Computer skills (Excel, Microsoft Word)

WORK EXPERIENCE

- Lighting Manufacturers Sales Agent, Proline Sales & Marketing, Langley, BC*** **2019-Present**
- Creating and maintaining meaningful relationships with wholesale and distribution clients
 - Increased sales year over year since 2019
 - Increasing brand awareness and recognition through face to face interaction and superior customer service
- Precious Metals Trader, Border Gold Corp, White Rock, BC.*** **2016-2019**
- Handling and executing cash deals greater than \$50,000
 - Facilitating and handling six-figure deals
 - Providing clients with knowledge and expertise of the Bullion Market
 - Generating sales by creating relationships with clients and overcoming objections
- Sales Associate, Golfown, Surrey, BC*** **2015-2016**
- Certified Master Club Fitter
 - Generate revenue through sales of products
 - Providing customers with an experience through knowledge and service