



JONATHAN ESQUIVEL

VIRTUAL TEAMMATE



SKILLS SUMMARY

- Sales Management
- Appointment Setting
- Data Entry
- Lead Generation
- Negotiator
- Tech Savy
- Administrative Task
- Scheduling
- Customer Service Support

PERSONAL PROFILE

A **Sales professional and Customer Service specialist** who has adapted an approach that has an adaptability to discuss and negotiate a presentation of information to consumers, detailing the set product to be offered and highly easy to use, brings about good quality performance so as to have an excellent number of sales.

WORK EXPERIENCE

BUSINESS DEVELOPMENT MANAGER

2024 | 2024

- Derived strategic initiatives that helped to enhance the revenue streams, fostered innovation to strengthen the company's competitive advantage.
- Assessed the needs and financial capabilities of client in order to provide solutions that work for them.

TELECOMMUNICATION BUSINESS EXPERT

Sutherland | 2024- 2024

- Provided a specific type of support regards with the product either technical of telecommunication issues.
- Determined the capability of every client in terms of the actual expectation of the services and plans that is suited in each type of needs.
- Did perform a network modeling analysis, planning and determining the infrastructure's capacity requirements. To present close deals and advocate the finest data plans and network.

TECHNICAL SALES SUPPORT/ SPECIALIST

Foundever | 2022- 2024

- Used technical expertise to assist consumers in understanding complicated ideas and product specifications.
- Achieved monthly sales quota even exceeded the target income per month.
- Executed additional assistance to support and enhance the monthly basis clients technical needs.

TOOLS

Salesforce

HubSpot

Google Workspace

Microsoft Office

Canva

Live Lens

Dialpad Live

Remote

GPT AI

CUSTOMER SALES SUPPORT ANALYST

[Sutherland | 2021- 2021](#)

- Worked as customer support analyst for Amazon in which showed an exclusive service for clients calling regards with the product and manuals service.
- Demonstrated in-depth knowledge of Amazon's diverse range of products and services, including features, benefits, and competitive advantages.

REAL ESTATE VIRTUAL ASSISTANT

[Start Virtual | 2020- 2021](#)

- Aided the client to seek potential prospect and business workers finding the proper real estate for the needed workspace or business.
- Provided advice and help to buyers and sellers so they can market their properties to get the best deals as soon as possible.

CUSTOMER SERVICE REPRESENTATIVE

[Site1 | 2019- 2020](#)

- Handled a retention account in which exclusively propose an ability with the business to keep its customers over time as a critical factor for the metric success, particularly in the industry.

EDUCATION HISTORY

[Tarlac State University | 2019-2023](#)

- BS Major in Electronics and Communication Engineering

[Tarlac Christian College | 2013-2018](#)

- Science Technology Engineering K-12 Strand
-