

David Gooden

Sales Specialist

Motivated Sales Professional highly effective at handling inbound and outbound sales calls using scripted communications. Learns systems and program details to effectively resolve issues and provide best-in-class service.

Driven Sales Professional enthusiastic about working in fast-paced, competitive environments. Hardworking, knowledgeable and quick thinking. Uses tact, diplomacy and persuasive communication to overcome objectives and close sales.

Work History

2020-05 - 2021-02 **Outbound Sales Agent**

ChatCo, Sydney, NSW

- Performed cold calling and outreach to build sales pipeline.
- Established excellent sales ability and strong interpersonal skills with confident and persuasive approach.
- Made average of 20-30 outbound and inbound calls per day.
- Overcame objections using friendly, persuasive strategies.
- Explained product prices and packages as well as answered questions and addressed concerns of customers.
- Recorded contact information of customers and potential customers.
- Answered calls, took messages and transferred calls to appropriate individuals.

Education

2021-02 - Current **Diploma of Digital Media: Digital Technology, Business**

University Of Wollongong - Wollongong, NSW

Contact

Address

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Phone

0447444124

E-mail

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Skills

Sales proficiency

Scripted calls

Technical skills

Continuous Improvement

Product and service knowledge

Outbound and inbound calls

Software

Adobe Premiere Suite

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Excellent

Microsoft Office 365

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Excellent

Languages

English

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2014-12 -
2019-09

High School Diploma

Oak Flats High School - Oak Flats, NSW

Excellent

Interests

Digital Designing and Animation

Digital Designing & Animation

Since I was a kid, I have always had a deep passion for digital media and animation. I loved the idea of being able to create awesome ideas from your imagination and to this day I very much enjoy, currently studying at university digital media technologies to fulfill my passion.