

Joel C. Essner

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Objective

To obtain a position in fast paced work environment where core values, years of service and sales experience, and a personal drive to succeed will add value to operations.

Qualifications

- Several years experience in the business sales and customer service fields
- Sales and systems training, inventory control, data product launch experience
- Time management, goal setting strategy, and networking skills
- Successful record of new customer acquisition rates and regional sales leadership

Education

Nashville State Technical College – Nashville, TN

- Major: Business Administration
- 1999-2000

David Lipscomb University – Nashville, TN

- Major: Psychology
- 1997-1999

Osborne High School – Marietta, GA

- 1993-1997

Experience

Arborist/Crew Leader

Jon's Tree and Lawn – Nashville, TN

- Facilitate operations for a tree trimming and removal service
- Prepare and provide estimates for jobs
- Provide oversight in the completion of projects for both commercial and residential customers
- 2003 - present

Business Salesman

Verizon Wireless - Nashville, TN

- Achieved top regional honors and exceeded sales goals every month by an average of 50%
- Provided sales and systems training to incoming sales associates
- Educated customers on new products and services during data rollout and company transition from GTE Wireless to Verizon Wireless
- 2000–2003

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Retail Sales Manager

Suncom/AT&T Wireless – Nashville, TN

- Provided inside retail sales in a high-traffic outlet
- Managed a remote location outside of the metropolitan area
- Responsible for customer acquisition and retention as well as inventory control and financial reporting
- 1999 – 2000

References

Jon Essner

Owner

Jon's Tree and Lawn

615-473-8668

Brian Waymire

President

DreamScapers International

615-390-7111

Mike Hamilton

Hedge Fund Executive

Courage Capital

615-479-5693