

Nathan Phan

I engaged with clients on a daily basis to ensure quality and effective relationships to satisfy the customers needs. I'm able to sympathize and build relationships with customers to build trust and provide quality service to leave an everlasting impression.

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EXPERIENCE

Ready Roofing, Richardson, TX — Sales Consultant

January 2024- May 2024

- Strong verbal and written communication skills with the ability to articulate concepts clearly and persuasively. Proficient in delivering engaging sales presentations and making sales proposals.
- Experienced in building and maintaining strong client relationships, actively listening to customer needs, and providing thought out solutions to ensure customer satisfaction and loyalty.
- Collaborated with product development teams to provide valuable feedback on customer preferences and market demands, contributing to the launch of new product lines.
- maintained relationships with a diverse portfolio of clients, resulting in an increase in client retention rates.

SKILLS

- Communication Skills
- Problem- Solving
- Adaptability/
Flexibility
- Attention to Detail
- Customer Service
- Technical Skills
- Pipeline Management

LANGUAGES

-Vietnamese

Koryo Kalbi BBQ, Dallas, TX — Server

May 2023 - December 2023

- Committed to delivering exceptional service and creating memorable dining experiences for guests. Attentive to guest preferences, dietary restrictions, and special requests, ensuring satisfaction and loyalty.
- Proven track record of increasing sales and revenue through suggestive selling techniques and promotion of high-margin menu items. Consistently meets sales targets while maintaining integrity and professionalism.
- Calm under pressure and adept at resolving guest concerns and issues promptly and tactfully. Possess strong conflict resolution skills and the ability to diffuse challenging situations with diplomacy and grace.

Inspire Solar, Richardson, Texas —Sales Consultant

January 2024 -May 2024

- Strong analytical and critical thinking skills, with the ability to dissect complex problems, analyze data, and develop creative solutions.

- Exceptional communication and interpersonal skills, with the ability to establish rapport with clients, understand their needs, and build long-lasting relationships. Dedicated to providing high-quality service and exceeding client expectations.
- Expertise in conducting comprehensive business assessments, identifying key issues, and formulating strategic plans to optimize performance and achieve organizational objectives.

EDUCATION

Wylie High School, Wylie, TX

August 2019- May 2023