

Jennifer Stanford

From: Quay Graham <quaygraham@gmail.com>
Sent: Thursday, March 12, 2020 6:45 PM
To: Jennifer Stanford
Subject: Charlie's Place Project
Attachments: Quay-Graham.pdf

Dear Jennifer Stanford,

I am inquiring to become a part of the Charlie's Place Project. Growing up in the Booker T Washington area, I have a great desire to see the area revitalized! With my background in running a small business, I feel that I can naturally connect with those who wish to start on their path to entrepreneurship. I'd love to become part of the team and help contribute to the project in any way possible. I look forward to working on this project as well as any future projects that may arise in the future. I have attached a copy of my resume. I look forward to hearing from you soon!

Regards,

Quay Graham

QUAY GRAHAM

Conway, SC

quaygraham@gmail.com

843-455-1487

Sales Professional with 7+ years of experience who has successfully increased company's revenue through strategic sales techniques and interpersonal skills that create both returning clients and referrals.

Authorized to work in the US for any employer



WORK EXPERIENCE

Sales Manager

Graham's Auto Wholesale - Conway, SC

June 2013 to Present

- Increased Profits by at least 12% annually
- Maintained an average \$1,200 net profit per wholesale vehicle
- B2B Sales
- Networked with auto dealerships to create long lasting relationships
- Researched market trends and adjusted as necessary
- Coached teammates and provided leadership on how to improve their sales techniques to increase profits

Sales Representative

Bluegreen Vacations - Myrtle Beach, SC

April 2018 to November 2018

- Have been a Top 5 rep on numerous occasions.
- Consistently maintained a \$3000 or above APG (Average Profit per Guest)
- Personally Averaged \$100,000 per month in Gross Sales
- Greeted prospects with a warm and enthusiastic attitude
- Discovered their personal needs in vacations to see what would best fit their lifestyle
- Gave tours of the property while pointing out what features would best benefit their family the most.

Account Executive

PARC Management - Myrtle Beach, SC

July 2012 to February 2013

- Increased Sales by 28% of my predecessor
- Socially Interpersonal to create loyal and returning clients as well as referrals
- Met and Exceeded all sales goals
- Planned and executed memorable events for clients
- Contributed creative ideas to the 2013 Marketing Plan
- Attended B2B meetings within the community for networking opportunities to increase revenue

Concessions Cashier

Carmike Cinemas - Myrtle Beach, SC

September 2011 to September 2012

- Consistently #1 at "Annual Popcorn Bucket" Sales
- Provided excellent customer service
- Consistently and accurately balanced register

Sales Representative

A-Plus Auto Sales - Longs, SC
January 2012 to May 2012

- Met and exceeded Sales Quota
- Networked with consumers within the local community to increase sales
- Assisted in internet marketing and sales



EDUCATION

High School Diploma

Myrtle Beach High School



SKILLS

- Account Management
- Sales Management
- Customer Relationship Management
- Microsoft Office
- Customer Service
- Quickbooks
- CRM
- Sales
- Data Entry