

Stavo Salas

9620 Sepulveda Blvd, Los Angeles, CA 91343

818-939-6669 | StavoSalas89@gmail.com

Objective:

A position that demands a high level of self direction and collaboration in a high growth organization. Focus on communications, team work and bottom line responsibilities.

Experience:

Dec. 2018 - March 2020 | **Sr. Sales Director** *CTRL Collective*- Los Angeles, CA

- Create strong relationships with client stakeholders at both senior and mid-management levels to strengthen retention
- Complete market research and build lists of potential clientele
- Desire to own projects and exceed expectations, with the ability to find solutions and deliver results within a rapidly changing, entrepreneurial, technology-driven culture
- Work with internal team on behalf of clients to ensure the highest level customer experience
- 60% closing rate with ability to up-sell

Jan. 2018 - Dec 2018 | **Community Leader** *CTRL Collective*- Los Angeles, CA

- Manage a team to execute objectives and reach individual and team goals
- Manage building operations and vendor communication
- Develop community initiatives designed to create connections between members
- Solve member related issues to ensure a cohesive community.

Sept. 2016 - July 2017 | **Account Executive** *Ordermark, Inc*- Santa Monica, CA

- Schedule sales appointments with corporate restaurant owners
- Proficient in cold emailing and calling
- Expert in client communications both written and verbal
- Conduct software demos and up sell services
- Manage deals pipeline and met weekly quota(3 deals/ weekly)

Dec. 2013 - Sept. 2016 | **Account Manager** *Boxador, Inc* - West Hollywood, CA

- Conduct demos of SaaS software to enterprise clients
- Expert at inside sales and appointment setting
- Monitor deals pipeline with effective follow up strategy
- Efficient in up-selling custom software developments
- 70% closing rate with ability to up-sell

Education:

Feb. 2012 - June 2014 | Los Angeles Valley College, CA

Associates in Communication; Philosophy ~ In Progress

- Dean's List (3.3 GPA)

Sept. 2004 – June 2008 | Chatsworth High School, CA

Associated Student Body; Chancellor of Assemblies

- Planned and coordinated school assemblies

Skills: Leadership, Verbal and Written Communication, Up-selling, Client satisfaction, Problem solving, Attention to detail, Positivity, Prioritization and time management.