

DANIEL PEREIRA

VP (Sales)

Professional Summary

Goal-driven Director of Sales, Sales Manager, & Sales Process & Strategies Specialist, a Master of Sales Methodology with repeated success in generating company-leading revenues focusing on maximizing sales by managing all aspects of a Sales Team systematically & logically. I am a highly motivated & dedicated professional who concentrates on building the most successful team culture & business partnerships from B2B/B2C. I am also highly successful at expanding network connections and introducing products and services persuasively with the highest amount of respect & integrity. I look forward to being part of a dynamic, strategically disciplined, and professional team, to develop and deliver compelling sales/marketing solutions that reflect a company's brand and core values.

Professional Experience

- AGM Renovations -- Director of Sales : May 2022 -
- Renewal By Andersen -- Promoted upto - Sales & Sales Training Manager : Jan 18 - Feb 22
- Griffin & Highbury Ltd. -- Sales & Senior Account Manager : Sep 2014 - Sep 2017
- Blue Suede Sue's Inc. -- General Manager : Sep 2005 - Sep 2017

Professional Duties

Even with my promotion to the post of Director of Sales, I still take on all of my previous duties as the Sales Manager / Sales Training Manager. I am also responsible for customer service, a non-traditional marketing events team with over 25 brand ambassadors & 3 Sales Divisions (Virtual Sales Team, In-Home Sales Team, & MHV Realtor Sales) Daily duties include but are not limited to:

- Training and testing all areas of sales
- Creating, teaching, and implementing sales strategies, scripts, and methodologies,
- Running weekly sales meetings and inspector meetings
- Involved in all aspects of operations and accounting
- Involved in research and implementation of new services
- Playing an integral part in adding roofing, windows, home additions, sunrooms & structural changes to our services.

Professional Accomplishments

- I have taken an outsourced Events Team to make it internal, generating over \$1,500,000.00 in added revenue.
- I have improved the close rate by over 15% with the majority of our sales being done on the first meeting with clients.
- I have improved our financed project sales to over 85% of all of our sales.
- I am part of the creative team for promotions, advertisements, and marketing materials.
- I am working on various new lead-generating initiatives and collaboration programs