

# Lisette Soto

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Aurora, IL 60504

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6303012569

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PROFESSIONAL PROFILE	Highly motivated and formally trained sales professional with demonstrated ability to exceed performance goals, improve customer satisfaction levels, solve problems and build lasting relationships	
EDUCATION AND TRAINING	<b>Bachelor of Communications</b> Aurora University, Aurora, IL, Expected to graduate in December 2014 Emphasis: Public and Corporate Relations GPA : 3.7  <b>Associate of Arts</b> Waubonsee Community College, Sugar Grove, IL 2012	
RELATED COURSEWORK	Business Law Microeconomics	Public Relations Macroeconomics
SALES EXPERIENCE	<u>Sales Consultant</u> 06/2013 - Present AT&T Wheaton, IL <ul style="list-style-type: none"><li>• Provide high quality customer service to sustain customer base and acquire new business.</li><li>• Develop innovative methods of increasing sales revenues.</li><li>• Sell wireless cell phone service, television, home phone service, high-speed internet and home security and automation technology.</li></ul> <u>Sales Consultant</u> 08/2010 - 08/2012 Sprint Bolingbrook, IL <ul style="list-style-type: none"><li>• Consistently sold over \$2k monthly in accessories.</li><li>• Worked with business accounts to develop innovative methods of increasing business sales revenues in store.</li><li>• Received awards for 100% in Customer Satisfaction Surveys (CSAT) and 213.47% in Buybacks.</li><li>• Implemented sales programs and policies to promote sales of products and services.</li></ul>	
ACTIVITIES	<i>Vice President</i> , Waubonsee Community College Business Club 2011	
OTHER SKILLS	Excellent communication and people skills, self-starter, quick learner, reliable, and organized. Proficient in Microsoft Windows 7, Microsoft Vista, PowerPoint, Word and Photoshop.	