



Aliya Jackson

Sales Associate with 7+ years of experience in the telecommunications industry. Strategist adept at finding new ways to drive growth in competitive markets. Skilled at putting complex technology topics in clear terms for diverse client audiences. Equally effective in a leadership or hands-on role. Achievements include surpassing activations goals by 20%+ on average for four years.

Career Highlights

OZR Mobile Inc.

Miami, FL | July 2015 to Present

- Senior Sales Consultant (August 2017 to Present)
- Advanced to manage a larger and more competitive sales territory
- Address and resolve escalated customer questions and complaints
- Currently ranked #3 on a 45-person sales team
- Surpassed activations goal by 18% in 2018, 20% in 2019, and 22% in 2020 and 2021
- Recently appointed to a leadership role training and coaching new sales hires

Sales Consultant

July 2015 to August 2017

- Gained strong foundation in client relations
- Demonstrated new and improved product features to customers
- Consistently generated 100%+ of sales goals

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Education

Bachelor's Degree – Business Administration

University of Florida, Gainesville, FL

Key Skills

- Account & Territory Management
- Client Satisfaction & Retention
- Coaching & Mentoring
- Consultative Sales Methods
- Customer Service & Relations
- New Client Prospecting
- Product Demonstration
- Revenue & Profit Growth
- Strategic Business Development
- Team Collaboration