

# Muhammad Al-Jailani

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## PROFESSIONAL EXPERIENCE

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### **Mercedes-Benz of San Jose** San Jose, CA

*Internet Sales Consultant* Nov 2022- Present

- Consistently Achieved Top 3 in Store Rankings for Units Sold Every Month. (Avg 12-15 Units.)
- EQ Ambassador Certified.
- Delivered a 11.6% closing ratio.
- Mastery with Netstar and GPS CRM system.

### **Capitol Toyota** San Jose, CA

*Sales and Leasing Consultant* Apr 2021- Nov 2022

- Make customers feel welcome and provide excellent customer service.
- Utilize effective and creative negotiation skills to close sales.
- Utilized Dealersocket CRM to manage entire sales cycles and maintain consistent follow up.
- Maintained personalized relationships with customers and built strong rapport.
- Make 20-50 phone calls a day to bring in past or new customers.
- Was Top Salesman 3 months with 18, 19, and 22 units sold.

### **The On Demand Company** San Francisco, CA

*Account Executive* Dec 2020 - Apr 2021.

- Created new businesses opportunities by selling existing restaurants on the benefits of ghost kitchens.
- Identified and closed an average of 17 new businesses a month.
- Educated new partners on the benefits of transitioning from traditional media to digital marketing strategies.
- Maintained relationships with businesses to improve menus and respond to owner's needs.
- Analyzed data in different markets to efficiently increase revenue and volume.
- Managed the business pipeline and developed strategies for long-term sustained success.

### **Verizon Wireless** Mountain View, CA

*Solutions Specialist/Sales* Mar 2019 - April 2020

- Ensured current customers have the right products and services.
- Identified new business and consumer leads.
- Pitched prospective customers.
- Resolved customer complaints by investigating problems, developing solutions, narrating reports, and making recommendations to management.
- Established over 1000 new accounts.
- Helped propel the store from 13th place in district rankings to 3rd place by consistently hitting a minimum of 120% on monthly sales quota. Highest percentage of quota achieved in a month was 170%.

## EDUCATION

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**San Jose State University**, San Jose, Ca. 2022-2024

Bachelors of Science, Management Information Systems..

**Mission College** Santa Clara, Ca. 2016-2020

