

JACOB TOBOL

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My biggest assets are my drive for success and my desire to help my clients. I have a high level of energy and combined with my work ethic, integrity and personality become a positive addition to the organization. I always achieve results while building a positive reputation for its' brand.

WESTBURY JEEP CHRYSLER DODGE RAM

Jericho, NY

Sales Professional

September 2018-Present

Currently averaging 15 cars and \$36,000 in gross profit per month. Throughout my sales process I:

- Educate customers on the equipment and capabilities of our vehicles as well as the value of buying through us.
- Consistently uncover and manage expectations around their buying experience, the price of various models and their equipment, and the time frame for their purchase.
- Ensure that, when they drive off, they have an understanding of the features inside the vehicle, have their phone paired, and are excited about their new car.

DYNAMIC LABS

Ronkonkoma, NY

National Account Executive

May 2018-August 2018

Called upon optometrists, ophthalmologists, glasses stores, dispensaries, and laboratories.

- Developed relationships with doctors, office managers, and lab managers of business' ranging from one location retail stores to retail chains and Essilor labs.
- Maintained high levels of rapport to earn repeat business as well as provide the opportunity to pitch additional products and increase sales.
- Continued to exceed daily and monthly goals by maintaining product knowledge, utilizing a consultative approach, and asking for the sale.

USPAY GROUP LLC

Levittown, NY

Senior Account Executive

July 2017-May 2018

Built a portfolio of 66 accounts that averaged 139% growth month over month.

- Developed relationships with doctors and office managers of small family practices as well as CEOs, CFOs, and COOs of large multi-location hospital systems.
- Implemented industry leading products and services to streamline their checkout process.
- Negotiated pricing to provide substantial savings on credit card processing fees while maintaining a high level of profit.

Assisted VP of Business Development and Hiring Manager

- Educated and trained new employees on the products and industry to help them become National Account Executives.
- Supervised National Account Executives by reviewing and assisting with calls, helping to structure profitable accounts, and implementing tactics to close deals.

CELLULARSALES OF KNOXVILLE INC.

Authorized Verizon Wireless Retailer

Huntington, NY

Regional Manager/Sales Lead

August 2013-July 2017

Finished within the top 5 of all sales reps for each fiscal year as well as some months finishing as number 1.

- Averaged 40% year over year growth in commission
 - Earned over \$1000 in one day, 6 times
 - Earned over \$10,000 in one month, twice
- Acquired and maintained various small to medium business accounts through networking.
- Developed strong relationships with influential business owners and consumers in the community to promote business through referrals.
- Maintained a personal 5-star reputation on Google.
- Continuously reached and exceeded monthly sales goals by utilizing a consultative approach to sales.

Empowered my team by developing a culture around team selling and customer service

- Developed a 4.9-star reputation for each location on Google.
- Achieved positive year over year growth over the course of two years - averaging 118%.
- Conducted weekly one-on-one trainings with existing representatives to continue to improve their skills
- Helped new representatives build a foundation of knowledge to start their sales career through one-on-one trainings.

Memberships

AMERICAN BUSINESS ASSOCIATES - ROOSEVELT COUNCIL - JANUARY 2014-JULY 2017

Education

BINGHAMTON UNIVERSITY, Binghamton, New York, B.S., Human Development, 2012