

# ANDREW SANTOLI

[linkedin.com/in/santoli-connected/](https://www.linkedin.com/in/santoli-connected/)

## Objective:

Motivated and results-oriented sales professional with 15 years of experience seeking a challenging sales position. Proven track record of exceeding sales targets and building strong client relationships. Adept at identifying opportunities, negotiating deals, and delivering exceptional customer service.

## Professional Experience:

### Freelancer

#### Upwork - San Francisco, CA

- Selling SaaS to business owners nationwide and internationally.
- Developed and maintained relationships with key clients, resulting in an increase in repeat business.
  - Conducted market research to identify new opportunities and stay ahead of industry trends.
- Collaborated with cross-functional teams to ensure seamless delivery of products/services to clients.

### VP Branch Development

#### Pacific Bancorp - Thousand Oaks, CA

- Successfully launched new branch offices, contributing to a 50% increase in overall sales.
  - Conducted product presentations and demonstrations for potential clients.
  - Managed the entire sales cycle from prospecting to closing deals.

## Education:

Cloud Computing/Computer Science

Santa Monica College

## Skills:

- Proficient HTML | CSS | JavaScript | other languages for website development
- Analytical Abilities | Consumer Insights | KPIs | Google Analytics | Excel
  - Strong Communication | Proven ability to meet & exceed sales targets
  - Excellent Negotiation | Closing Skills | CRM Salesforce & Zoho
  - Advanced knowledge of on-site | off-site & technical SEO
  - Google Ads | Microsoft Ads | Meta Ads

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