

ETHAN MARTINEZ

Independent Associate

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PROFESSIONAL SUMMARY

Accomplished Independent Associate with 7 years of experience in driving sales and enhancing client satisfaction across various sectors. Proficient in developing strategic initiatives that foster client relationships and deliver customized solutions. Passionate about promoting health and well-being while guiding clients toward achieving their goals, eager to leverage expertise for impactful growth.

WORK EXPERIENCE

Independent Associate Jun / 2020-Ongoing
Quantum Solutions LLC Phoenix, AZ

- 1. Formulated targeted promotional strategies that resulted in a 25% revenue increase.
- 2. Generated leads through referrals, cold calling, and networking, expanding client base significantly.
- 3. Built and sustained relationships with clients, providing tailored solutions to meet their needs.
- 4. Motivated clients towards healthier lifestyles through personalized consultations and support.
- 5. Introduced legal plans and identity theft protection services to enhance product offerings for clients.
- 6. Conducted training sessions for nearly 2000 Associates, focusing on advanced product knowledge.
- 7. Demonstrated strong leadership and independent working capabilities to achieve organizational objectives.

Independent Associate Jun / 2018-Jun / 2020
Cactus Creek Solutions Phoenix, AZ

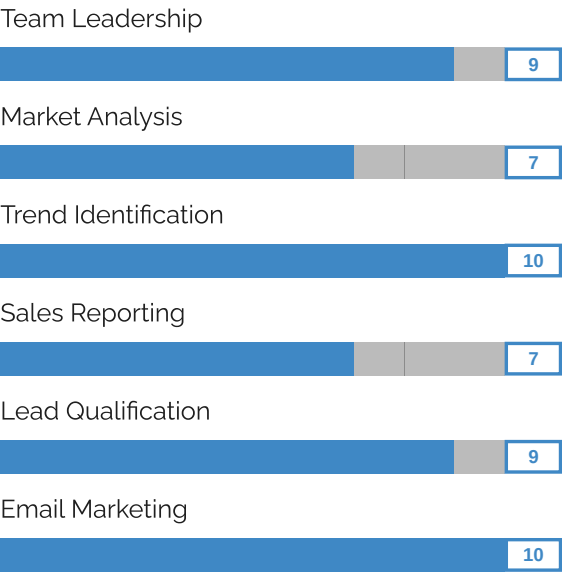
- 1. Collaborated with legal counsel to develop effective resolution strategies for complex commercial disputes.
- 2. Identified potential clients and matched them with suitable products, enhancing service delivery.
- 3. Provided exceptional customer service while promoting USANA supplements for health and wellness.
- 4. Organized public events to inform and engage potential clients regarding USANA products and opportunities.
- 5. Utilized Microsoft Excel for data management and client tracking, ensuring efficient service.
- 6. Prepared documentation using Microsoft Word, maintaining accuracy in communication with clients.

EDUCATION

Bachelor of Science in Business Administration Jun / 2016 - Jun / 2018
University of Texas Portland, OR

Focused on marketing and sales strategies, emphasizing client relationship management.

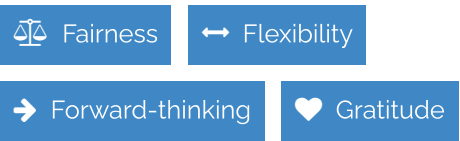
SKILLS



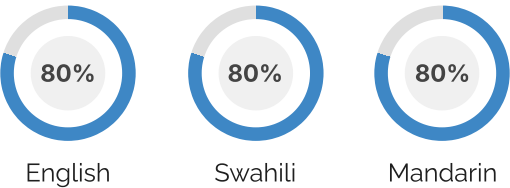
INTERESTS

- Gaming Fashion
- Film Technology

STRENGTHS



LANGUAGES



ACHIEVEMENTS

- Increased client retention by 30% through personalized service strategies.
- Successfully trained over 2000 Associates, enhancing product knowledge and sales techniques.
- Developed marketing campaigns that boosted revenue by 25% within six months.