

Joseph D Baker Jr

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Skills

Leadership, Problem Solving, Training, Recruiting & Hiring, Employee Relationships, Negotiation, KPI Management, Reporting, CRM Systems, Microsoft Office

Experience

September 2024- PRESENT

Mister Quik, Indianapolis, IN - *Sales Manager*

- Trained/Developed 10+ new sales representatives on a proven sales system
- Reported to ownership on a daily, weekly, and monthly basis
- Responsible for \$250k+ in new revenue MoM

July 2021- September 2024

AT&T Mobility, Indianapolis, IN - *Associate Director of Sales- In Home Sales*

- Hired, Trained, and Developed 15+ outside sales representatives
- Responsible for book of business exceeding \$2.5M annually
- Reported to 3rd & 4th level managers on a monthly and quarterly basis

February 2020- July 2021

AT&T Mobility, Indianapolis, IN - *Senior Account Executive- In Home Sales*

- Responsible for building and maintaining customer relationships through in home visits
- Trained all new hires entering the channel
- Personally responsible for a book of business exceeding \$500k in revenue

November 2018 - February 2020

AT&T Mobility, Indianapolis, IN - *Retail Store Manager*

- Hired, Trained, & Managed team of 20+ customer service representatives
- Responsible for all day to day operations of retail store

Education

2018 - 2022

Purdue Global University, - Business Administration

Awards

- Top 5% of all Senior Account Executives in the company (2021)
- AT&T Summit Winner (2021)