

EDWIN MADRIZ
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EDUCATION

Universidad Privada Dr. Rafael Belloso Chacín, Maracaibo, Zulia, Venezuela

Bachelor of Business Administration in General Business

August 1995

HONORS AND AWARDS

Top Sales Representative +20 per month, Houston region, ADT Home Security: 2011, 2012, 2013

Top Regional Manager Sales Award in Texas, Protection 1 Security Solutions: 2014

Top Sales Producer, Skyline Home Security, Top Authorized Dealer for Brinks Home Security: 2016, 2017

KEY HIGHLIGHTS

- Customer Service - Strong communication skills in English and Spanish to recognize customer needs and provide exceptional results. Demonstrated record of successfully closing sales while providing superior client support. Able to communicate enthusiasm about a product or service and understanding how messages affect audiences.
- Leadership and Supervision - Expert for quickly identifying and solving problems, improving sales strategies and installation productivity. Skilled at developing and cultivating key relationships and establishing effective interpersonal and intercultural communication with clients and colleagues.
- Training and Development - Committed to creating exceptional training atmosphere that highlights soft skills such as emotional intelligence, negotiation skills, effective listening, and strategic prospecting.

EXPERIENCE

Regional District Manager

November 2020 – November 2021

Vivint Solar/Sunrun - Houston, TX

- Sold and actively promoted on a daily basis the company's products and services encompassing Houston metropolitan area.
- Hired and trained over 20 sales representatives per month while promoting company values and ethics.
- Verified and established monthly sales quotas for sales team to increase sales growth in the region.
- Assisted with the coordination of sales efforts for sales representatives by helping overcome client objections, customizing product services, and focusing on building client relations.
- Performed other related duties as assigned.

Southeast Texas Sales Manager

January 2019 – July 2020

GHS Interactive Security, LLC - Houston, TX

- Developed, mentored, and consistently motivated a sales team of at least 30 people.
- Led and guided the opening of branch offices in Southeast region of Texas in cities such as San Antonio, Brownsville, McAllen, and Corpus Christi.
- Held daily sales meetings to ensure adherence to company goals, procedures, policies, and to keep up to date with new product and sales strategies.
- Supervised and managed local installations to guarantee customer satisfaction and successful completion of job site.
- Formulated organic self-generated sales leads while dealing responsibly with sensitive personal information.

Houston Branch Sales Manager

July 2015 – January 2019

Skyline Home Security, LLC - Houston, TX

- Identified and implemented monthly sales goals tailored to individual sales representatives with an average of 20 sales per person.
- Oversaw equipment management with technicians and followed up with service calls to ensure customer satisfaction.
- Incentivized and motivated team throughout sales quarters by offering weekly bonuses and establishing achievable weekly sales goals.
- Recruited and identified ideal sales representative candidates that exhibited self-motivation and drive to succeed.