**Nigel H. Arthur**

70 e 5st Ave | Broomfield, CO 80020 | (235) 294-4588

EMPLOYMENT HISTORY

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| **Telemarketer** | **Broomfield, CO** |
| Blue Lagoon Designs | *June 2011 – Present* |

Work in collaboration with the full-time Sales team (Connected Sales Reps and Account Executives) to develop strategy, plan territory calling, and develop targeted messages for each script to ensure clear message distribution and execution of sales strategy

*Major Accomplishments*

* Maintained and average of 10% of add-on sales weekly and a customer satisfaction rate of 95%
* Made the highest number of outbound calls and recognized for sales excellence
* Achieved 98% positive feedback from clients during the exit interviews.

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| **Telemarketer** | **Scottsdale, AZ** |
| Adventis Spaces, Scottsdale, AZ | *January 2008 – May 2011* |

Managing the designing and tracking of all global operational refresh projects that work with local workplace services managers. Managing the global acquisition projects' design working with the M&A Integration lead, project directors, and outsourced project managers.

*Major Accomplishment*

* Outbound calls; average of 120-150 calls per day and recognized for sales excellence for three consecutive months 2012 as well as first ever employee of the week in early 2012.
* Produced 25% of the telemarketing business

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| **Intern Administrator** | **Butte, MT** |
| Raymond Pool Systems | *July 2005 – November 2007* |

* Performing projects under the direct supervision of the Section Manager, Department Manager, or other professionals.
* Assisting in preparing designs, sketches, quantity calculations, schematic drawings, diagrams, and final working drawings.
* Assisting with the progress of drawings from schematic designs through to construction documents.
* Helping managers with department objectives. Scheduled and coordinated appointments and events for supervisors. Entered client information and financial data into computer system.

EDUCATION HISTORY

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| Certification for Telephonic Sales Management.  Dale Carnegie | **Broomfield, MT**  *2000 – 2002* |
| Associate of Science in Sales Management | **Scottsdale, AZ**  *1996 – 2000* |