



STEPHEN GEORGE WALKER

BUSINESS DEVELOPMENT | CUSTOMER SUCCESS | CLIENT RELATIONS

- High-performing client-facing professional with a proven track record of exceeding sales targets, developing trusted customer relationships, and representing leading brands with professionalism and integrity.
- Recognized as a Top 1–3 Sales Performer at AT&T and Top Sales Performer at Greenview Remodeling.
- Experienced managing independent territories of up to 200 km
- Skilled in leading consultative in-home engagements, coordinating projects, and providing exceptional customer experiences from initial consultation through successful implementation and ongoing support.

KEY ACHIEVEMENTS

- Top 1-3 Sales Performer - AT&T
- Top Sales Performer - Greenview Remodeling
- Conducted 3-4 in-home consultations daily
- Increased revenue through strategic upselling & exceptional customer service

CONTACT

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PERSONAL DATA

Date of Birth: May 19, 2003
Marital Status: Single
Nationality: Swiss & U.S. Citizen
Driver's License: Class B

LANGUAGES

Englisch: Native Speaker
Deutsch: B1

COMPUTER SKILLS

Microsoft Office Proficient
Google Office Proficient

CORE COMPETENCIES

- Consultative Selling and Closing
- Customer Success & Account Management
- Territory & Pipeline Management
- Lead Generation & Cold Prospecting
- Negotiation & Objection Handling
- Project Coordination
- Technical Problem Solving
- Microsoft Office & Google Workspace
- Revenue Growth & Upselling
- Client Relationship Management (CRM)
- Business Development
- Strategic Account Development

PROFESSIONAL EXPERIENCE

● Senior In-Home Sales Representative

AT&T | Newnan, Georgia, USA

January 2025 – March 2026

- Ranked consistently among the Top 1–3 sales performers by exceeding monthly sales targets through consultative in-home selling.
- Managed an independent 200 km sales territory, conducting 3–4 in-home consultations daily.
- Ensured successful internet installations by guiding customers through setup, answering technical questions, and providing post-installation support.
- Increased revenue by identifying additional customer needs and recommending wireless plans, device upgrades, internet packages, and bundled AT&T services.
- Managed the complete customer journey from consultation through onboarding, installation, and follow-up while maintaining exceptional customer satisfaction.

● Sales Associate

Southtowne Motors | Newnan, Georgia, USA

April 2024 – January 2025

- Managed the complete vehicle sales process from initial enquiry through delivery.
- Generated new business through proactive prospecting, referrals, and consultative sales techniques.
- Built trusted customer relationships through professionalism, transparency, and responsive service.

● Builder Apprentice / Project Coordinator

Yorktown Limited LLC | Cumming, Georgia, USA

August 2023 – July 2025 (Concurrent with selected sales positions)

- Coordinated residential construction projects including permitting, subcontractor scheduling, inspections, and project timelines.
- Assisted with quality assurance while ensuring compliance with county regulations and building requirements.
- Served as the primary point of contact for homeowners during walkthroughs, project updates, and issue resolution.
- Coordinated multiple projects simultaneously while maintaining strong organization and communication.

● Sales Associate

Zimmer Biomet | Norcross, Georgia, USA

April 2023 – October 2023

- Delivered exceptional customer service in a fast-paced medical device retail environment.
- Supported inventory management, cashier operations, returns processing, and daily store operations while maintaining high service standards.

● Sales Associate

Ridgeline Floors | Roswell, Georgia, USA

December 2022- April 2023

- Consulted with customers to recommend flooring solutions based on design preferences, project requirements, and budgets.
- Enhanced showroom presentation to improve customer engagement and sales opportunities.
- Built trusted customer relationships through knowledgeable service and product expertise.

● Director of Marketing

Greenview Remodeling | Roswell, Georgia, USA

January 2022 – December 2022

- Recognized as Top Sales Performer from February through November 2022.
- Managed a 200 km sales territory, conducting 3–4 in-home consultations daily and closing remodeling contracts.
- Developed customer-facing marketing materials that supported lead generation and strengthened brand visibility.
- Built lasting client relationships through consultative selling and exceptional customer service.

● Sales Associate

Grand Motorcars | Kennesaw, Georgia, USA

April 2021 – November 2021

- Delivered premium customer service in a luxury automotive environment.
- Increased revenue through consultative upselling of services and vehicle protection packages.
- Built customer trust through transparent communication and personalized recommendations.

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