



STEPHANO

[VIDEO INTERVIEW](#)

WORK EXPERIENCE

SALES REPRESENTATIVE

Getaround | December 2023 - November 2024 (0 Year, 11 Months)

- Engaged individual car owners and fleet operators to list vehicles on the car-sharing app, building relationships and communicating benefits to drive platform growth

SUBJECT MATTER EXPERT

Transworld System Inc. | June 2022 - April 2024 (1 Year, 11 Months)

- Advanced from Sales Representative to SME, mentoring team members and driving sales for a leading U.S. hotel chain by providing training and ensuring consistent target achievement

LEAD GAME ADMINISTRATOR

Frost Flyff, Havoc Flyff & Lykan Flyff | February 2021 - May 2022 (1 Year, 4 Months)

- Oversaw marketing, in-game sales, and community engagement for three MMORPG servers, boosting revenue and player interaction through events and active communication

OUTBOUND SALES SPECIALIST

KeepTruckin' | February 2020 - February 2021 (1 Year, 1 Month)

- Drove conversions through 150-200 daily cold calls, managing the full sales cycle from prospecting to closing, while maintaining strong client relationships

ACCOUNT EXECUTIVE

EXL Service Phils | September 2019 - February 2020 (0 Year, 6 Months)

- Handled insurance campaign operations by verifying client inquiries, ensuring accurate routing, and supporting smooth departmental workflows

CUSTOMER SERVICE REPRESENTATIVE

Teleperformance | January 2017 - September 2019 (2 Years, 9 Months)

- Supported a U.S. hotel chain with bookings and issue resolution, earning top-performer recognition and multiple awards; also coached new hires to develop sales and service skills

SKILLS/AREAS OF EXPERTISE

- Customer service
- Lead Generation
- Sales

TECHNOLOGY

- HubSpot
- Google Workspace
- Microsoft Office
- Ring Central
- SalesForce
- Shopify
- Zendesk

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