

De'Mondre Zimmerman

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B2B Sales Professional | Top Performer | Client Acquisition & Account Growth

PROFESSIONAL SUMMARY

High-performing B2B sales professional with a proven track record of exceeding quota, building client relationships, and driving revenue growth. Combines consultative selling experience with strong technical aptitude, allowing fast ramp on complex products and services. Demonstrated ability to consistently rank as a top-producing agent while managing systems, operations, and cross-functional initiatives. Bilingual English/Spanish (conversational), comfortable with CRM platforms, lead generation funnels, and full sales-cycle ownership from prospecting through close.

CORE COMPETENCIES

B2B & B2C Sales | Consultative Selling | Lead Generation & Prospecting | Account Management | CRM Software (Agile, Salesforce-ready) | Cold & Warm Outreach | Revenue Forecasting | Quota Achievement | Client Relationship Building | Sales Pipeline Management | Microsoft Office Suite | Bilingual Communication (English/Spanish)

PROFESSIONAL EXPERIENCE

Charter Communications - Spectrum | San Antonio, TX 06/2025 - 03/2026

Residential Sales Representative

Consistently ranked as the #1 sales agent on the floor, securing the top draft pick in three consecutive shift bids through sustained quota overachievement

Generated \$2,400 to \$2,800 monthly in variable commission through high-conversion consultative selling, account upgrades, and value-driven customer engagement

Graduated accelerated from corporate training program through exceptional system comprehension and demonstrated sales aptitude

Built and maintained 50+ daily client relationships through structured consultative communication and rigorous documentation

Maintained strict adherence to corporate compliance, quality assurance protocols, and ethical selling standards while achieving top-tier performance

NYA Contractors LLC | Atlanta, GA & San Antonio, TX 03/2022 - 05/2025

Operations Partner & Business Development Lead

Directed business operations, client acquisition, and digital marketing for a regional contracting company across two markets

Integrated and managed Agile CRM to streamline lead tracking, client management, and sales pipeline visibility across the company

Built and tested lead generation funnels across Facebook Ads, Instagram Ads, and Google Ads, optimizing campaigns based on conversion data

Designed, developed, and launched the company website, creating an inbound channel that supported sustained client acquisition

Conducted financial analysis including revenue forecasting, P&L preparation, and variance analysis to guide pricing and prioritization decisions

Strategically prioritized high-margin services based on lead analysis and market data, contributing to consistent revenue growth

Trained and onboarded 20+ team members in operational procedures, system usage, and client engagement

Tree Bird Co | San Antonio, TX 09/2019 - 05/2021

E-Commerce Founder & Growth Lead

Scaled e-commerce operations to \$5,000 additional monthly revenue (\$60,000 annually) through brand positioning and digital marketing

Built cold-to-warm marketing funnels across Facebook, TikTok, and Google to drive sustained traffic and customer acquisition

Sourced and managed international supplier relationships across multiple product categories

Conducted financial operations including revenue forecasting, tax monitoring, P&L preparation, and variance analysis

Hired and trained international staff for fulfillment and customer service operations

MILITARY EXPERIENCE

United States Air Force - Airborne Linguist Candidate

DLAB score 118, ASVAB score 92 - top-tier aptitude scores demonstrating analytical capability and learning speed

Completed specialized Farsi language training under high-pressure environment

Honorably medically discharged due to asthma

EDUCATION & CERTIFICATIONS

Palo Alto College - A.S. Pre-Med Biology (in progress), San Antonio, TX

Lee High School - Magna cum laude, 3.8 GPA, AP Computer Science completed

Wharton School (online) - Financial Modeling Certification

Harvard College (online) - CS50 Computer Science Certification

Hallmark University - Business Management Certification

LANGUAGES & TECHNICAL SKILLS

Languages: English (native), Spanish (conversational)

Technical: Microsoft Office Suite, CRM Platforms (Agile CRM), Database Management, Web Development (HTML/CSS/JavaScript), Digital Advertising Platforms (Google Ads, Facebook Ads), Financial Modeling