

MARTINA TORRES

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Websites, Portfolios, Profiles

- <https://www.linkedin.com/in/no1mami>
- <http://mdtorres.com/>

Professional Summary

Resilience Master. Mixed with tech, sales and a lot of people skills.

Work History

Account Executive

06/2022 to Current

DexYP – Overland Park, Ks.

- Stayed up-to-date on emerging industry and product standards and trends to revitalize accounts.
- Developed and executed marketing programs and general business solutions resulting in increased company exposure, customer traffic and elevated sales numbers.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.

Microsoft Azure Lifecycle Manager

06/2020 to 04/2022

Webhelp – Tempe, Az.

- Increased system reliability by creating efficient disaster recovery plans utilizing Azure Site Recovery tools.
- Developed comprehensive migration strategies, ensuring seamless transitions to the Azure platform.
- Estimated infrastructure component costs with vendors and internal technology resources for current and proposed projects.

Mid Market Corporate Account Executive Specializing in Office 365

01/2016 to 05/2020

GoDaddy – Gilbert, AZ

- Sales, Migration and implementation of Microsoft Office Suite and email to mid to large sized businesses.
- If something unexpected occurs I manage the incident to resolution and then follow up to ensure either product improvement within GoDaddy or operational improvement within the

customers IT environment.

- Gain an understanding of customers' IT organizations' impact on overall business, their IT goals, and their pain points - Prepare a Service Delivery Plan to ensure customers' operational success with GoDaddy products and services.

Hosting and Technical Support

11/2014 to 01/2016

GoDaddy – Tempe, AZ

- Experienced in supporting Windows and Linux servers
- Sort technical issues of customers through phone or email and provide them with instant solutions
- CMS: Wordpress, Drupal, Joomla, perform migrations and updates of multiple websites on a daily basis.

Leasing Manager

11/2012 to 10/2014

Earnhardt Honda – Avondale, AZ

- Built strong relationships with clients through exceptional customer service, resulting in increased lease renewals.
- Streamlined the leasing process for efficiency by implementing an online response system.
- Managed lease agreements from inception to termination, ensuring legal compliance and minimizing potential disputes between parties.

Internet Sales Manager

10/2008 to 10/2012

The Honda Superstore Of Lisle – Lisle, IL

- Boosted customer satisfaction with timely responses to inquiries and personalized follow-up communication.
- Developed innovative sales campaigns, resulting in increased web traffic and conversion rates.
- Increased dealership revenue with effective sales strategies tailored to individual client needs.

Education

60 Hours Completed: Computer Engineering Technology

01/2015

DeVry University - Phoenix, AZ

Certifications

- Surgical Technology
- Retail Pharmacy