

Weliton Gomes Da Silva

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## **ASSOCIATE SALES MANAGER**

Results-driven sales and operations professional with over 7 years of experience in construction sales, project management, and customer relations. Proven ability to manage large-scale projects, drive revenue growth, improve productivity, and maximize profitability. Strong leadership skills with a hands-on approach to sales strategy, client retention, and operational efficiency.

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## **PROFESSIONAL EXPERIENCE**

Owner / Manager

Superb Painting Services LLC – Connecticut

2019 – Present

- Founded and managed a successful construction company specializing in residential and commercial painting projects
- Led all sales efforts, including prospecting, estimating, contract negotiation, and closing large-scale projects
- Built and maintained strong client relationships, resulting in repeat business and referrals
- Managed project timelines, labor, materials, and budgets to ensure on-time and profitable project completion
- Increased productivity by streamlining workflows and optimizing crew scheduling

- Oversaw hiring, training, and supervision of subcontractors and staff
  - Analyzed costs and pricing strategies to maximize profit margins
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## Independent Contractor – Sales & Project Management

CertaPro Painters – Connecticut

2017 – 2019

- Sold and managed residential and commercial painting projects
  - Conducted on-site consultations, estimates, and proposals
  - Maintained strong customer relationships from initial contact through project completion
  - Coordinated crews and ensured quality standards and customer satisfaction
  - Consistently identified opportunities to increase efficiency and profitability
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## **CORE SKILLS**

- Sales Strategy & Closing
- Account Management & Customer Retention
- Project & Operations Management
- Contract Negotiation
- Revenue Growth & Profit Maximization
- Team Leadership & Scheduling
- Cost Estimation & Budget Control

- Client Relations & Communication
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## **EDUCATION**

High School Diploma

Tunxis Community College

CCSU

(Additional training through hands-on industry experience)

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## **ADDITIONAL INFORMATION**

- Strong understanding of construction sales cycles and customer decision-making
- Entrepreneurial mindset with a focus on growth and performance
- English/Portuguese Fluent
- Advance Spanish