



TRISTAN CARMICKLE

Sales Consultant

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About Me

Lifelong student, growth oriented, and excited for the future. Unwavering optimism grounded in reality. Looking forward to meeting you!



(509) 294-6824



tristancarmickle@gmail.com



3617 E. Bridgeport Ave.
Spokane, WA 99217

Language

- English (fluent)

Expertise

- D2D, B2C Sales
- Creativity Oriented
Problem Solving
- Self Booking leads by
calling CRM opt ins
- Versed in multiple types
of sales training across
varying industries
- Sales Management
- Fluent in CRM
Management
- Critical Thinking
- Leadership

EXPERIENCE

Unwired Products | Fiber Training Manager

February 2026 - Present

- Trained sales representatives across the Northwest region and led company-wide pitch training and development for a national organization.
- Developed managers' training and leadership capabilities while supporting day-to-day management needs — e.g., assigning and managing territory/area coverage.

Family First Life | Remote Telesales (Licensed in 10 states)

May 2023 - February 2026

- Built and manage a personal sales pipeline for lead nurturing across all income, age, and health demographics.
- Present complex insurance strategies — from final expense to estate planning — as clear, accessible solutions tailored to client needs.

Apptive Environmental | Different Cities in Texas and Florida

June 2019 - May 2023

- Trained and managed sales teams across Houston North and Tampa South territories.
- Developed marketing strategies and sales practices still in use company-wide.
- Recruited and marketed to prospective sales representatives while organizing team events and rallies.

EDUCATION

On Track Academy

High School Diploma
2014 - 2018

Spokane Falls Community College

Advanced high school program for accelerated education
2016 - 2018

ACHIEVEMENTS

- Received Chase Youth Award for Community Involvement
- Set record number of Solar appointments in first week of it being introduced
- 14 Fiber Accounts in a day in legacy turf
- Sold 10 Pest accounts in one day
- Over \$50,000 in pest control sales in less than 24 days
- Over \$13,000 in sales my first weekend selling life insurance