

MICHAEL LIEBER

516-554-5006

michael.lieber02@gmail.com

Portfolio Website - <https://itsmrlieber.com>

ABOUT ME

- ◆ Kind, professional, and easy to connect with — building relationships where people feel valued, cared for, and understood.

EXPERIENCE

Account Executive | Premium Merchant Funding | Sep 2024 - Sep 2025

- ◆ Excelled in a high-volume outbound sales environment, quickly qualifying prospects and securing high-quality opportunities. Set and closed competitive funding deals while building a book of business and maintaining a highly organized pipeline.

Market Research Analyst | Tracarts | May 2024 - July 2024

- ◆ Cold-called retail business owners to uncover operational pain points and purchasing behavior. Delivered clear, sales-ready insights that tightened targeting and improved pitch angles for smart-cart technology.

Social Media Manager | Big Apple Roasters | Nov 2023 - Feb 2024

- ◆ Produced photo and video content while maintaining consistent posting and scheduling workflows to drive awareness and engagement. Increased brand presence across platforms and online activity through stronger messaging and execution.

Food Service Associate | Bagel Town | Sep 2022 - Oct 2023

- ◆ Thrived in a high-volume customer flow with speed, quality, and consistency. Kept operations moving during peak rushes while delivering service that drove repeat customers.

Private Barber | Self Employed | Mar 2020 - Feb 2025

- ◆ Built and retained a loyal client base through high-quality, precision grooming and a premium client experience. Managed scheduling, communication, and upkeep end-to-end to deliver consistent results and repeat bookings.

Freelance Event Staff | Local Caterers & Self Employed | Sep 2017 - Feb 2025

- ◆ Worked in fast-paced private events with strong on-site control across food preparation, room setup, displays, bar service, guest flow, and coordination. Expanded into independent bookings by delivering reliable, professional service that clients rehired and referred.

FEATURED SKILLS

Orum | MyRM (CRM) | Slicktext | GMass | Slack | Canva | Google Sheets

Goal Oriented | Adaptive | Resilient | Perceptive | Relationship Focused

CORE COMPETENCIES

- ◆ Outbound Prospecting | Cold Calling | Cold Email Outreach | Lead Qualification | Discovery & Needs Analysis
Consultative Selling | Pipeline Management | Objection Handling | CRM Proficiency | Sales Tools & Automation