

QUALIFICATIONS SUMMARY

Highly skilled **Regional Sales Associate** with more than seven years of proven experience efficiently managing numerous client accounts, utilizing strategic up-selling techniques to increase sales and revenues, while demonstrating excellent training efforts geared towards employees to enhance value and productivity within the company. Experienced in high volume cold calling processes, promoting brand and company awareness while successfully closing business to business sales contracts. Experienced not only in selling quality products to schools but efficiently designing products to best fit the needs of each client. Expert in working with multiple vendors and manufacturers, demonstrating outstanding communication abilities. Works well both in a team as well as independently and consistently exceeds sales quotas while providing the highest quality customer service. Maintains long term relationships, ensuring repeat business.

AREAS OF EXPERTISE

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| <ul style="list-style-type: none">▪ Design & Implementation▪ Staff Management▪ Strong Team Leader▪ Analytical Thinker▪ Diligent & Ethical | <ul style="list-style-type: none">▪ Multi-Tasking Abilities▪ Organizational Skills▪ Strong Communication Skills▪ Up-Selling Techniques | <ul style="list-style-type: none">▪ Client Relationship Specialist▪ Problem Resolution Skills▪ Flexible/Adaptable▪ Notable Presentation Skills▪ Trustworthy & Reliable |
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PROFESSIONAL EXPERIENCE

ACCOMPLISHMENTS

- Earned “*Best Employee*” Award; exceeded \$500,000 goal with \$950,000 in sales.
- Ranked **#1 in Sales** out of 250 company-wide at Company Name, Inc.
- Customized, designed and sold various products and services worth over \$350k to clients within the past year.
- Chosen over dozens of applicants to manage and rebuild a neglected territory by increasing sales and promoting a positive company image.

COMPANY NAME ONE (City, State) – Regional Sales Associate 01/2013 – Present

- Acquired new customers by selling athletic equipment and furniture to the educational market (Pre-K to University level) within the city.
- Assisted in supplying and transforming schools by re-designing classroom furniture, school lockers, science furniture, auditorium seating, and bleachers, enhancing functionality; brought samples, provided quotes in a timely manner and suggested all offerings.
- Worked closely with manufacturers, and communicated directly with school facility directors, purchasing agents, and athletic directors, achieving excellent rapport.
- Concentrated on effective business to business cold calling strategies, mass mailings, and direct communications with facility directors via company presentations.

COMPANY TWO NAME (City, State) – Sales Associate 2010 – 2013

- Sold a complete line of home furniture and mattresses, consistently exceeding all sales goals.
- Marketed and promoted warranty features and products, delivering outstanding customer service; responsible for following up with customers to ensure quality.
- Trained and mentored new employees; taught successful sales and closing techniques in order to enhance productivity levels long-term and increase financial goals.
- Monitored weekly sales reports and sales volume in order to implementing proper marketing techniques.

COMPANY THREE NAME (City, State) – Sales Associate 2004 – 2010

- Initiated and closed sales for a wide variety of electronic equipment and appliances.
- Assisted each customer with all phases of the purchasing process by efficiently explaining and completing all financing options.
- Trained customers on proper utilization of electronic devices, ensuring they made the best purchasing decisions in order to meet their needs.
- **Top seller of warranties** – adept in conveying the benefits of products/services and generating customer interest.