

PAMPERED CHEF

Summary

- Adept at organizing and facilitating management and team building training programs as well as staff and customer appreciation activities that have created exceptional team camaraderie, customer loyalty, and company growth!
- An award-winning and recognized salesperson and Corporate trainer.
- Organized, fun, and driven!
- Effective at using efficient techniques in both sales and training while focusing on the needs of the team members, the corporation, and the customer. Â
- Dependable, resourceful, approachable, liked, and hands-on!

Highlights

- 21 years of sales, corporate training, and team building with *Pampered Chef*, a Berkshire-Hathaway Company.
- Proficient in organizing group events and staff training activities with clear objectives and outcome goals.Â
- Experienced in creating and presenting training workshops to groups from 1 to 3,000 in product knowledge, sales techniques, customer service, smart business practices, and team building.Â
- Featured consultant on Pampered Chef's 2014 nationwide Training DVD.
- Enthusiastic, approachable, and easy-to-learn from.
- Consistent Excellence Awards achiever (Top 1.5%) in sales, team production, and recruiting.
- Featured on several corporate-sponsored (and produce) literature pieces as a sales and training expert in the industry.
- Utilize Creative Training Techniques and business games to create a fun, learning-centered environment.
- My live cooking shows and workshop presentations were selected and made available on our corporate website's *Online Training Center*.
- *Committee's served: Consultant Awards & Incentives Committee, Product Development Committee, and Recipe Advisory Committee*

Experience

02/1995 to Current

Pampered Chef City, State

I continually, and successfully, organize and coordinate regional customer appreciation and employee training events. Â I develop training materials to help team members maintain and improve their business practices and job skills. Â I regularly train team members in person or virtually to become a marketing, selling, recruiting, and product-line expert!Â I have extensive experience training employee's one-on-one to groups of 3,000. Â I can organize thoughts logically and explain concepts clearly and with a clear focus. Â I am well-spoken with a demeanor that attracts participation among the group. Â I have a proven track record that my training's are well received and ultimately income-producing for both them and the company. Â I am generous with team and individual praise; I recognize what the company wants to see repeated. This is a leader Â practice I feel I've mastered.Â Creating team camaraderie and a positive work culture is something I excel at; which always leads to company loyalty and increased production.

06/1992 to 06/1995

Chief Concierge, Team Leader Company Name ¼ City, State Our goal, as a Concierge, was to create a positive, service-oriented, classy, and FUN environment for the guests of our 875-room property! My goal was to make sure each guest felt right at home, as if they WERE home. It was important that the solution to each and every guest request or challenge was perceived as truly *easy*Â to make happen. Â I encouraged my team to bring "the *Wow* ! factor" to life; to (ideally) hear every guest reply with a "Wow!" when they heard that their request had been completed! Â It truly was an entertaining, outside-of-the-box-thinking, creative solution seeking job!

01/1988 to 06/2003

Founder/Public Relations/Lead Instructor Company Name ¼ City, State Raised in an entrepreneurial family, I opened my own dance and tumbling school at 18. I researched prime location options, formulated a vision and successful business plan that I implemented on my own. Â Thirty students quickly skyrocketed to hundreds (both youth and adults). Â My ability to interact with my clients in a courteous and positive manner secured their loyalty and patronage. This business venture put me thru college and made me a substantial income. Â At 28, when ready to retire from teaching, I marketed and "sold" my clientele to another local dance school for a truly substantial profit.

Education

1992

Bachelor of Arts : Athletic Training/Sports Medicine San Diego State University ¼ City, State, USA

Athletic Training/Sports Medicine

San Diego State - San Diego, CA, San Diego I completed a 5-year internship working with the university's athletes and graduated with outstanding grades in the field of Sports Medicine and Athletic Training. Â

1990

General Education Grossmont College ¼ City, State, USA

1989

Fire Science/Emergency Medical Technician (EMT) Miramar Community College ¼ City, State, USA Living in a rural community, residents were dependent on our volunteer fire department for all medical and fire emergencies until other paid departments could arrive. After watching my grandmother pass away because no one in our family was capable of providing CPR, I realized I needed to step up and joined our local Volunteer Fire Department. I completed EMT training at Miramar College, and then a 12-week National Fire Academy, where I was one of only 4 women

to pass. Â It was truly the most physically challenging endeavor I've ever completed, but certainly one I am incredibly proud of! Â I served as a volunteer Firefighter/EMT on the San Diego Rural Fire Department for 4 years.

Accomplishments

- Manage a successful sales team of 150 consultants who consistently achieve monthly corporate incentives.
- Am consistently among Pampered Chef's elite 1.5% in sales, recruiting, and organization growth.
- Have earned the *Pampered Chef's* Premiere Level Incentive Trip for 21 consecutive years; earned strictly thru personal sales, personal recruiting, and team production. These achievers represent the top 2% of the Company.
- Recently achieved \$1.5 Million in Career *Personal Sales*.
- Lead a team, who over the course of 20 years, has sold nearly \$10 Million in Pampered Chef product.Â
- Was presented with Pampered Chef's *Hospitality Award* for graciously welcoming local consultants (whose immediate upline live out of state) to join us at our teams' training events.
- At 16, I auditioned and was selected to tour the United States with a National Dance Academy; performing for, and teaching dance to thousands of dancers in 33 cities nationwide. Â 4,000 auditioned. 35 were selected. Â I executed my own fundraising activities and solicited local organizations to raise the required \$5,000 for travel and housing expenses.
- At 18, I launched my own dance & tumbling school. I operated this successful business for 10 years, when I chose to "sell" my clientele to another local dance studio.
- At 19, I completed, and graduated from, the National Fire Academy in San Diego, CA.
- Was 1 of 7 to be awarded my high school's "Valiant V". Selected by the school staff, this award recognizes above-and-beyond participation and service to both the high school and community.

Skills

- Enthusiastic people person
- Strong public speaking skills
- Motivational and inspirational
- Goal-setting, goal-achieving
- Great organizational skills
- Creative training techniques
- Group instruction
- Learning strategies
- Writing
- Team building
- Problem solving
- Group and one-on-one coaching
- Curriculum development
- Encouraging group participation
- Implementing team incentives
- Self-driven
- Creating performance motivation
- High level of professionalism