

SALES CONSULTANT

Summary

Talented sales professional who effectively multi-tasks and balances customer needs with company demands. Efficiently builds loyalty and long-term relationships with customers, while consistently reaching sales targets.

Accomplishments

- Golden Eagle Award winner
- 2011 Golden Eagle Award Winner
- Awarded Service Star Award for providing excellent customer service
- Trained in business development Proven sales track record
- Accomplished in relationship selling Adept at closing sales
- MS Office proficiency Iowa territory specialist
- North American Monthly Sales MVP

Experience

Sales Consultant

November 2013 to Current Company Name 1/4 City , State Proactively manages day-to-day activities and supervision of a team of Customer Service Representatives. Responsible for targeted results in customer retention, route sales, and A/R collection. Answered customers' questions regarding products, prices and availability. Responded to all customer inquiries in a timely manner. Collaborated with members of other departments to complete sales transactions. 2011 Golden Eagle Award Winner March 2011 North America Sales MVP 3-Time 2K Club Member. Proactively sought out new customers and secured new sales for the company. Expanded market share by converting prospective clients into new customers through providing solutions to all of their business needs. Efficiently prospected and landed new customers while securing a strong presence for the company within the assigned area.

Operations Supervisor

November 2008 to April 2009 Company Name 1/4 City , State Delighted the customer by offering a simple yet superior level of personalized and professional service. Ensured an inviting environment for customers and fellow team members by maintaining a neat and clean store that exemplified the clean, in-stock store priorities. Maintained proper procedures for cash handling and back end processing of merchandise. Led the store's shrink and safety awareness program and advised Store Team Leaders of any unusual activities or unsafe practices. Directed associates and participated in setting store planograms and validated that store merchandising standards, including data integrity were maintained at all times. Monitored operational reports to identify opportunities for improved execution for implementation.

Senior Communications Consultant

February 2006 to June 2008 Company Name 1/4 City , State Provided immediate supervision to a group of employees, assigning tasks, checking work at periodic intervals and maintaining schedules. Possessed the enthusiasm necessary to motivate a dedicated sales team to meet and exceed sales objective while maintaining a competitive and fun work environment. Responsible for all operations of a Sprint Nextel retail store. Familiar with all aspects of wireless retail including hiring, scheduling, training, marketing, loss prevention, team leadership and keeping up to date with all local competitor services. Primary point of contact for all employees of the retail store as well as the customer requiring extra attention. To achieve sales goals, led team in inside sales, outside events, and outbound marketing. Developed a team approach to problem-solving, encouraged personal development in their employees, and led by example. Responsibilities also included ensuring that all employees are trained and up-to-date on the features and operation of all equipment and accessories. Worked as a member of the management team in a high traffic retail environment. Created outbound sales and marketing presentations for prospective business clients. Awarded Service Star Award for providing excellent customer service. Performed opening and closing retail duties including reconciliation of cash tills.

Education

Bachelor's : Marketing University of Nebraska 1/4 City , State , US Bachelor's Degree, Marketing May 2003 University of Nebraska - Lincoln, Nebraska

B.S.B.A : Marketing B.S.B.A, Marketing

Professional Affiliations

3-Time 2K Club

Presentations

Created outbound sales and marketing presentations for prospective business clients

Skills

Sales, Award, Clients, Marketing, Market Share, Model-view-presenter, Mvp, New Sales, Sales Consultant, Sales For, Solutions, Retail, Retail Marketing, Operations, Cash, Exceed, Inside Sales, Loss Prevention, Problem-solving, Sales Goals, Sales Team, Scheduling, Training, Wireless, Wireless Retail, And Marketing, Closing, Customer Service, Receptionist, Reconciliation, Retail Sales, Sales And, A/r, Collection, Customer Inquiries, Route Sales, Service Center, Business Development, Closing Sales, Monthly Sales, Ms Office, Sales Professional, Sales Targets, Territory, Back End, Cash Handling, Data Integrity, Merchandising