

INTERVIEW CONNECTIONS

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SUMMARY OF QUALIFICATIONS

RELATIONSHIP BUILDING, ACCOUNT RETENTION, REVENUE OPTIMIZATION

Confident, highly motivated, **Outside Sales/Marketing Professional** with over 11 years of experience in increasingly accountable positions as a sales representative. Reputation for high quality performance with strong communication, problem solving, persuasive presentation, and management skills. Proven abilities in customer relationship retention and quickly achieving sales quotas. Effective in utilizing time and resource management skills to successfully market products for various types of business entities.

PROFESSIONAL CAREER OVERVIEW

INTERVIEW CONNECTIONS – CLEVELAND, OH

Account Manager, 07/2004 – Present

Prospect and qualify new customers through cold calling and referral selling in a consultative sales environment in the West and Midwest Michigan MRO market. Instrumental in selling highly technical products to all levels from shop floor mechanics, management, and purchasing agents. Effectively handle new product introductions, promotions, and inventory control. Maintain large account relationships with Fortune 500 companies and government institutions.

Key Accomplishments:

- Rank in top 10% of all sales reps nationwide, averaging over 48% sales growth since 2006
- One of only fifteen Account Managers to earn the “SIP Trip 2007” based on sales growth
- Member of the “Product Development Group”
 - Looked upon by peers and management for new product ideas to generate new revenue growth
- Assist with the training of new hires within my geographical region
- Leader in the implementation of our Mobile Sales Program

INTERVIEW CONNECTIONS – BOHEMIA, NY

Sales Representative, 02/2001 – 06/2004

Responsible for selling a vastly technical MRO product line with over 20,000 SKU’s in Midwestern Michigan. Provided inventory control for major Fortune 500 Companies such as General Motors and Ford.

Key Achievements:

- Achieved success with General Motors accounts by building their business from \$0 to \$200,000 annual sales, while maintaining other business and opening new accounts.
- Received **Top Producer** recognition award for 2003
- Provided job observation ride alongs for prospective employees

INTERVIEW CONNECTIONS – CLEVELAND, OH

Field Sales Representative, 01/1997 – 02/2001

Developed new accounts while maintaining existing accounts over a twelve county area.

Key Achievements:

- Received **Hall of Fame** recognition award for outstanding sales performances in 1999 and 2000
- Grew sales in territory from \$40,000 in 1996 to over \$250,000 in 2000

EDUCATION

Received B.A. in Political Science and Human Resources from Albion College

COMPUTER SKILLS

Efficient in Microsoft Word, Excel, PowerPoint, Outlook, Lotus Notes, Siebel