

JESSICA CLAIRE

 resumesample@example.com
 (555) 432-1000
 Montgomery Street, San Francisco, CA 94105

PROFESSIONAL SUMMARY

Sales professional with exceptional agriculture equipment knowledge and experience in product sales and assessing customer needs. Motivated to generate and increase sales while delivering top-notch customer care. Seeks a position in equipment sales at KMC.

SKILLS

- Excellent communication skills
- People-oriented
- Dependable
- Strong interpersonal skills
- Previous Ag sales experience
- Excellent knowledge of Ag equipment and operation
- CDL certified

EDUCATION

Wallace Community College
Dothan, AL • 2001

Associate of Arts: Machine Tool Technology

Rehobeth High School
Rehobeth, AL • 1999

High School Diploma

WORK HISTORY

Holland Machine Shop - CNC, lathe and milling machine operator
City, STATE • 04/2001 - 06/2002

- Maintained operation of CNC machine, lathe, and Milling machine
- Delivery of special order products to customers

Blake Kirkland Farms - Farm manager and operator
City • 06/2002 - 02/2010

- Operating and maintaining large agricultural equipment on a daily basis
- Cultivating 600 acres of farmland, which included harvesting peanuts, cotton, soybeans, and costal hay
- Custom cotton picking
- Tended to 75 head of livestock on a daily basis
- Built strong working relationships with other farmers

SunSouth Dothan - Agricultural Equipment Sales
City, STATE • 02/2010 - 06/2015

- Assisted new and existing customers with sales and service of new and used agricultural equipment
- Built relationships with customers to promote long term business growth
- Attended monthly sales meetings and quarterly sales trainings.
- Wrote sales contracts for orders obtained and submitted orders for processing.
- Attended John Deere agriculture equipment training classes to further advance my knowledge of products

Tri-State Commercial Tire - Agriculture Tire Sales
City, STATE • 06/2015 - Current

- Assisting new and existing customers with sales and maintenance of agricultural tires.
- Negotiated prices, terms of sales and service agreements.
- Wrote sales contracts for orders obtained and submitted orders for processing.
- Selected the correct products based on customer needs, and product specifications.
- Consistently maintain contact with customers to promote business growth

ACCOMPLISHMENTS

- 2000-2001 Presidents List at Wallace Community College
- 2005-2016 President of Rehobeth Young and Adult Farmers Organization

ADDITIONAL INFORMATION

References

- Kenny Woodham, 334-405-9425
- Todd Ward , Sales at SunSouth Abbeville, 334-432-0381
- Daniel Draughon , Store Manager at Tri-State Commercial Tire, 334-435-3837
- Bill Morton, Sales at Atlantic Southern, 334-714-8771