

# WALTER E. WELLS

## SENIOR SALES CONSULTANT

OPTIMIZING CUSTOMER EXPERIENCES • MAXIMIZING SALES

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### About Me

"My key strengths are building customer relationships, selling value and benefits, and providing extraordinary levels of customer service and support."

### Areas of Expertise:

- Consultative Sales
- Product Knowledge
- Social Media
- Sales Forecasting
- Product Introductions
- Needs Assessment
- Strategic Planning
- Customer Service
- Relationship Building
- Direct Sales
- Presentations
- Quality Assurance
- Business Development
- Prospecting/Cold Calling

*Build customer loyalty, repeat, and new business through superior customer service, relationship-building, resourcefulness, problem-solving, and persistence.*

### PROFESSIONAL EXPERIENCE

**FLANDERS INC.**, Atlanta, GA

2006–Present

#### Senior Sales Consultant

Recruited to set and achieve sales objective, both independently and in collaborative settings. Established rapport and developed positive, professional relationships built on trust, problem-solving, and a demonstrated commitment to meet their needs.

- Rank among top performers, consistently meet or exceed sales objectives that require significant new as well as retained business.
- Successfully increase sales to existing customers through relationship-building and cross-selling, demonstrating thorough knowledge of products that gives credibility to product recommendations.
- Consistently demonstrate responsiveness, strong customer focus, and ability to build strong customer relationships. Serve as an ongoing customer resource and solutions provider.

**DART CONTAINER CORPORATION**, Buford, GA

2006

**GREAT SOUTHERN WOOD PRESERVING**, Conyers, GA

2004–2005

**COAST TO COAST LOGISTICS**, Decatur, GA

2003–2004

#### DRIVER

Drove to and from designated locations, verifying loads to shipping papers, maintaining record of duty status according to state and federal regulations, and performing pre- and post-trip inspections.

- Utilized excellent communication, organization, and problem-solving skills while interacting with customers, maintaining trip logs, and coordinating vehicle inspections and repairs.
- Resolved customer requests, questions, and complaints frequently requiring analysis of situations to determine best course of action.