

Peter Tromp

948 Satterfield Wall, San Francisco, CA ♦ Phone: +1 (555) 444 5499

EXPERIENCE

IFM MANAGER, HIGHER EDUCATION

Chicago, IL

06/2014 – present

- Work with the H.E. project team and provide management and technical guidance for OpX
- Establish the training and development system for
- Monitoring the quality performance of the team. Provide service report in a regular basis
- Cost reduction and improving the financial performance
- Develop and maintain the EHS
- Fix asset management
- People: Develop the team

SALES REPRESENTATIVE HIGHER EDUCATION

Dallas, TX

09/2009 – 02/2014

- Generate realistic sales targets for both our installed business and competitive takeaways
- Create strategic plans for high value opportunities, including sales campaigns, Custom project specifications and Digital presentations
- Develop itineraries and effectively utilize personnel and other resources, via Territory Planning process, to achieve sales objectives
- Work with sales specialist and other sales personnel (eg Key Account Managers, Customer Success Managers, and Inside Learning Consultants) to achieve district and territory sales objectives
- Participate in planning process for development of District Business Plan to maximize use of team resources
- Develop daily plans utilizing sales system to optimize sales calls on campus
- Develop and implement plan for effective strategic sampling of e-samples and print

CHEF-HIGHER EDUCATION

Dallas, TX

06/2005 – 08/2009

- Responsible for purchasing, receiving, and managing food production activities
- Assist in supervision of kitchen personnel with responsibility for hiring, discipline, performance reviews, and initiating pay increases
- Responsible for component menu planning, costing, and brand management
- Financial Performance: Responsible for delivering food and labor targets
- Oversee special catering events and may also offer culinary instruction and/or demonstrates culinary techniques
- Estimate food consumption and requisition or purchase food, select and develop recipes, standardize production recipes to ensure consistent quality, establish presentation technique and quality standards, and plan and price menus
- Client Relationship: Develop and maintain effective client and customer rapport for mutually beneficial business relationships. Communicate on-site consumer and local competitor insights

EDUCATION

TEXAS A&M UNIVERSITY

Bachelor's Degree in Self

SKILLS

- Detailed knowledge of and, passion for, Cloud Computing applications (hands on experience with Salesforce,
- Detailed knowledge of and passion for SaaS applications (hands on experience with Salesforce and AppExchange offerings welcomed)
- Ability to work in a fast paced, team environment
- Strong interpersonal and presentation skills
- Strong technical background
- LI-Y
- Track record of success (4+ years) in CRM or related business application sales (Sales experience in Higher Education Market a plus)
- Consulting with and advising large, strategic Higher Ed customers resulting in increased adoption, success and enterprise wide deployments
- Exceptional verbal and written communication skills
- Extensive experience with web based conferencing tools such as Go-To- Meeting, WebEx, etc