

Professional Summary

Talented Sales Officer with exceptional skill at selling a company's products and services utilizing effective and innovative marketing methods tools and resources. Amicable and enthusiastic approach and excellent pitching clearly delineates why a customer or client should invest in your products.

Core Qualifications

- Accomplished at reaching assigned targets through a variety of media channels
- Experience in sales cash management and relationship management
- Exceptional network of vendors business contacts and clients
- Maintains a detailed knowledge of the competition and the best ways to stand out from them

Experience

Sales Officer

12/1/2007 - Present

Colonial Family Retail

Winchester, California

- Developed and implemented business plan that increased profits by 27 percent over four year period
- Found investigated and converted leads
- Advised company and clients on investment options by analyzing and determining risk factors
- Led team that exceeded sales targets five out of six years
- Coordinated monitored and closed all group bookings
- Conducted regular meetings about state of sales with agents and management
- Attended trade shows and retail conventions as face of company

Sales Officer

6/1/2002 - 12/1/2007

Kellogg Commerce

Los Angeles, California

- Maintained relationships with merchants vendors stores and customers
- Helped company set up its online store as well as a full website with blog forums and contests
- Attended trade shows and retail conventions
- Managed payments and accounts receivable processing online payments

Education

Bachelor's of Science - Marketing

2002

School of Marketing at Pittsdaile College