

# **Rasheed Gaylord**

**55613 Zelda Greens, Philadelphia, PA ♦ Phone: +1 (555) 247 2516**

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## **EXPERIENCE**

### **SENIOR SALES CONSULTANT**

**New York, NY**

09/2014 – present

- Collaborate with Product Team to ensure correct use of products and provide marketplace insights for future product development work
- Seek coaching and learning opportunities to continually improve your performance
- Execute and maintain established Visual Merchandising and In-Store Communication standards
- Works in an IT related role today (pre-sales consultant, system administrator, database administrator, technical support, consulting, development)
- Knowledge of networking, backup and recovery, change management, and industry standards such as ITIL for enterprise application
- Works in an IT related role today (presales consultant, Middleware Implementation expertise, technical support, consulting, development)
- Create and maintain relationships with key product stakeholders - Clients, as well as Oracle Product Marketing, Development, Partners, etc

### **INTERNAL SALES CONSULTANT**

**Phoenix, AZ**

05/2012 – 07/2014

- Work in tandem with the RC to develop and maintain working relationships with key Advisors and Firms
- Develops and maintains a positive working relationship with our retail counterparts to ensure the cohesive working environment within overlapping territories
- Perform various sales generating activities related to establishing TD Ameritrade Institutional as a recognized provider of Custody Services
- Make final decisions on how they develop their territory, what customer are targeted , how to engage with customers and which products are discussed
- Develops, manages and maintains relationships with financial advisers and counterparts
- Work with internal business partners to create customized finals presentations and collateral
- Develops a database of all potential objections for each product and provides solutions for each

### **SALES CONSULTANT**

**Philadelphia, PA**

12/2009 – 03/2012

- Provide support to Account managers and provide input regarding business development and solution expertise
- Assists Sales Managers with preparation and compilation of data to proactively manage account relationship and performance
- People work for people – uses this philosophy to grow careers, encourage teamwork and retain talent through a development-focused environment
- Develop and manage relationships with the nation-wide network of EF operations team and sales representatives
- Develops Key Channel Partners to assist with business development
- Work with Administrative Assistants and Sales Execs to manage Avenue data integrity and team updates
- Develop and sustain strong working relationships and presence as a valued consultant with assigned retail owners and department managers

## **EDUCATION**

### **UNIVERSITY OF TENNESSEE**

**Bachelor's Degree in Flexibility**

## **SKILLS**

- Ability to work towards weekly sales shop targets. Excellent product knowledge. Ability to maintain excellent housekeeping standards
- You should also be able to demonstrate good knowledge of garment and Women's tailoring techniques with ability to grow and manage a portfolio of clients
- Knowledge of DOS of G Cloud framework is highly desirable
- Ability to work towards weekly sales shop targets. Excellent product knowledge
- Able to negotiate complex, profitable deals
- Basic MS Office knowledge; computer software, internet proficiency, and general mathematic skills
- Strong attention to detail, demonstrated integrity and professionalism
- Solid business and sales knowledge
- Strong negotiation skills with the ability to close sales
- Excellent communication skills, able to articulate messages very clearly. You are a storyteller