

Carl Bergquist

Contact

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Skills

Lead prospecting

Network development

Client Service

Problem solving strength

Interpersonal
communication skills

Systems and software
programs

HTML, CSS, JavaScript

React

MERN Stack

Tech-savvy Full Stack Web Developer proficient in fundamental front-end languages and server-side languages. In-depth knowledge of MySQL and MongoDB. Skillful creating servers and databases for functionality and designing and developing APIs. Hardworking collaborator with track record of superior results.

Work History

2021-06 -

2022-04

Sales Executive

Social Indoor, Minnetonka, United States

- Builds business by identifying and selling prospects; maintaining relationships with clients.
- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports by collecting, analyzing, and summarizing information.
- Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Contributes to team effort by accomplishing related results as needed.

2016-05 -

2019-08

Sales Representative

Quist Electronics, Eden Prairie, MN

- Maintained records related to sales, returns and inventory availability

- Tracked stock using company inventory management software
- Worked alongside retail representatives to boost sales by enhancing product presentations and advertising collateral
- Liaised with customers and recommended specific products and specials, aligning with individual needs, requirements and specifications
- Collaborated with staff to develop a wide variety of marketing ideas and promotions
- Attended and worked many trade shows across the region to generate leads and potential new customers
- Established beneficial professional networks and partnerships to gain insight and campaign support resulting in long-term business relationships
- Warehousing when needed – packaged and shipped products as well as inventory management.

2018-09 -
2019-01

Sales Associate

Happy Harrys, Grand Forks, ND

- Tracked stock using company inventory management software
- Maintained organized, presentable merchandise to drive continuous sales
- Organized racks and shelves to maintain store visual appeal, engage customers and promote specific merchandise
- Educated customers on promotions to enhance sales
- Helped customers complete purchases, locate items and join reward programs to promote loyalty, satisfaction and sales numbers
- Processed POS transactions, including checks, cash and credit purchases or refunds
- Checked identification for proof-of-age and refusing alcohol and tobacco sales to underage customers.

Education

2015-08 -

BBA: Marketing/Entrepreneurship

