

Benjamin A. Froeschl

Manager Sales and Marketing

Contact Information

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Work Experience

Advantage Powersports, Kansas City, MO

Lead Sales

04/2016– Present

Sales in an in store retail environment, successfully selling a line of products across 7 different manufacturers and 10 products of powersports. Trained incoming new sales staff, managed inventory and parts, and coordinated with service department for customer needs. Led our 3 store company in sales among all sales persons for 26 consecutive months, and broke all existing monthly and sales records established at a 20 year old company.

Freightquote.Com, Kansas City, MO

Account Manager

04/2015 – 02/2016

Managed a portfolio of logistics accounts using proprietary software to set pricing, book shipments, and secure trucks for a variety of different types of customers. Also expanded portfolio by using sales skills to bring on new clients, and expand our shipping quantities with current clients. Managed customer retention through phone and in person meetings to meet and adjust to customers needs.

Diamond Resorts International, Las Vegas, NV

Manager Sales and Marketing

04/2012 – 12/2014

Effectively managed a sales and marketing team in the trial membership department of Diamond Resorts International. Responsible for all management responsibilities such as staffing, training, and motivating sales team that produced 80 Million dollars in net operating income for the National Marketing Center of Diamond Resorts International.

Education

Graduate of Falls City High School in Falls City, NE

General Studies

Attended The University of Nebraska, Lincoln, NE

General Studies

Diamond Resorts Management Training School, Las Vegas, NV

Graduated month long class in leadership and management skills upon my promotion to sales manager for my department

References Available Upon Request

