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CAREER OBJECTIVE

Obtain a position in the sales industry where my marketing skills can be fully utilized. My goal is to make the organization highly profitable.

PROFESSIONAL HIGHLIGHTS

- Growth oriented – At Personal Gourmet single-handedly grew the client base from zero to 2,000 within a six year period.
- Superb customer service and follow through – Evaluate customer needs to ensure their complete satisfaction with the products we provide. Communicate regularly via email or phone with customers to guarantee quality and convenience right to their doorstep.
- Assertive salesperson and excellent closer– Establish great rapport and trust with clients to meet their needs and expectations without compromising company production goals. Very successful working with the high end demographic.
- Self-starter, self-motivated and high energy – Regularly seek ways to develop myself professionally and research methods for increasing profitability while helping to minimize risk and liabilities for the company.
- Team player – Develop relationships with all key players of the company, striving to lead or follow as needed. This is achieved by listening attentively and having a strong belief system in our common goal.
- Excellent communications skills – Both orally and written. Ability to fulfill the needs of every customer while still ensuring a profit. Managing an objection becomes my challenge to convert the client to a “YES”.

WORK HISTORY

Personal Gourmet – Sales Account Executive

Feb 2012 –Present

Expanded territory by qualifying new accounts

Innovative new presentation of expanded product line

Built relationships by offering additional services for repeat business

Developed and strengthened customer base for this company providing high quality gourmet foods to businesses, small restaurants and wine bars, and high end home owners

Dayman Gourmet Foods – Public Relations and Marketing Dec 2010 –Feb 2012

Responsibilities include: Developing new business and establishing long-term relationships with clients, and quality control to ensure customer satisfaction. Maintain a large client database to ensure continued client support and business development.

Personal Gourmet – Sales Account Executive

April 2004 – Nov 2010

Developed and strengthened customer base for this company providing high quality gourmet foods to businesses, small restaurants and wine bars, and high end home owners.

Wumbus Corporation — Inside Sales

Sept 2004 – Mar 2005

Lead inside sales for a safety training video company. Identified, qualified and sold to large corporations. Leveraged telemarketing scripts to have companies preview safety tapes ranging from substance abuse to driver safety. Sold to companies such as Nabisco, Boeing and Campbell Soup.