NANCY PEREZ

Fullerton, CA

562-556-3539 ♦ pereznancya@gmail.com

**Professional Experience**

**Gap time:** Responsible for elderly care- family member

**Sales Manager –Domestic February 2018- October 2019**

NPR of America- Buena Park, CA

International Mfg. of pistons & piston rings (estimated annual revenue $54M)

* Manage 6 domestic outside sales representatives and 2 customer service representatives
* Customer base of 131 throughout the United States- traveled monthly across country 2x or more
* Analyze customers and trends through market research, distributor feedback and end user interaction
* Implement sales and marketing strategy to meet both NPR’s Division and Corporate goals of growth and profitability
* Develop pricing strategies and new product development by coordinating with other team members to achieve sales and inventory targets.
* Create sales budget for the Domestic sales division
* Assist CSR team with issues such as customer credit, product /delivery issues, and pricing

**Inside Sales October 2005 – February 2018**

SC Fuels / Southern Counties Oil– Orange, CA

National Fuel and Oil Distributor (estimated annual revenue $1.2B)

* Hired in 2005 as a Sales Office Manager and promoted to Account Manager then transferred departments to Inside Sales
* Created a Market Share report showing various market areas in Southern California
* Provide customers with daily price updates based on NYMEX
* Forecast and track key account metrics
* Construct a budget and timeline for upcoming year projection
* Account Manager for 47 Branded Service Stations (Shell, Arco and Valero) in the Southern California and AZ
* Negotiate contracts with dealer and with the oil company
* Sales Assistant to the South and SW Business Development Managers
* Directly responsible for administrative activities (Northern/Southern California and Arizona Territories)
* Maintain invoice processing, insurance compliance, supplier rebate administration, application/disbursement to customers, co-op advertising, EPOS computer upgrades, and implementation
* Arrange site conversion activities with contractors and suppliers
* Customer service/ screen calls/ handled customer complaints
* Coordinate meetings, conferences and trade shows

Fullerton College-course work toward transfer

References upon request