**Sarah Cullum**

949-394-2365

sarahsenergy@yahoo.com

**Summary of Qualifications**

Business development professional with over 10 years of experience. Exceptional ability in relationship building and establishing new business. Outstanding customer relations by consistently exceeding expectations. Ability to communicate and implement corporate objectives. Team player, however work well independently. I really enjoy sales, and in previous roles had to meet 4 hours of outbound calls as well high volume of incoming calls, I enjoy a fast paced work environment.

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**professional experience**

Vital Proteins

**Brand Ambassador** 2019

* Sell collagen products
* In store demos
* Coordinate events with store manager
* Special events as assigned

VENUS WOMEN’S AWARDS

**Business Development Manager**  2018

BOURNEMOUTH, UK

* High volume of outbound calls with-in assigned territory
* Established new business
* Coordinate special events with clients and companies
* Update media outlets such as Twitter with write ups
* Respond to all Facebook messages
* Writing press releases

CENTURY BUSINESS SOLUTIONS. (a Payment Processing Service company) 2015-2016

IRVINE ca

**Business Sales Advisor**

Responsible for establishing new business in the B2B sector; sold credit card processing and merchant services; give presentations on merchant services to C-Level Executives. Significant accomplishments:

* High amount of outbound calls
* Establish new business in assigned territory
* Consultative sales, such as giving presentations
* Compute and compile advanced math skills to examine billing statements for merchant processing
* Trade show networking and education, and increasing new business

ALIGNMED (a Sports Apparel company) 2014

irvine ca

**Sales Consultant**

Responsible for establishing new business for promoting rehab back braces and spinal alignment shirts.

* High amount of outbound calls to doctors and, and specialty practitioners
* Setting appointments
* Coordinating special events and meetings
* Assist clients with fittings for product sizing
* Trade shows

THE TRAINING ROOM. (an Education company) 2013-2014

poole, uk

**Sales Consultant**

Responsible for selling personal training courses and gave presentations on the benefits of becoming a personal trainer and attending the school. Significant accomplishments:

* High amount in-bound and outbound calls
* Sell personal training school
* Educating perspective students with presentations over the phone

2010

**Education:** **The Institute for Integrative Nutrition** Manhattan, NY

Certificate- Holistic Health Counselor

AADP (American Association of Drugless Practitioners)