

# CRYSTAL WATKINS

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## SKILLS

- Ability to manage issues requiring problem resolution and conflict management
- Problem solving; being able to solve complex problems effectively and efficiently
- Ability to handle multiple tasks and complete projects under deadlines
- Highly organized and detail-oriented
- Understanding of timeline management

## WORK EXPERIENCE

### **Enterprise Truck Sales**

*Fleet Logistics and Remarketing Coordinator for Georgia and South Carolina, July 2015- Present*

- Coordinating a team of fifteen driver's including scheduling and accomplishing fleet moves for all of Atlanta
- Assisting the sales manager in being number one in the nation for the past three fiscal years
- Training all new hires in the remarketing and fleet procedures for truck
- Proficient in multiple enterprise holdings computer programs
- Creating new marketing strategies and increasing productivity for the sales process

### **Enterprise Rent A Car**

*Management Trainee, July 2014-June 2015*

- Increased productivity on call backs for business
- Improved accounts receivable list and conversions
- Played a key role in back end of business
- Researched, analyzed, gained, and maintained accounts for rental business
- Grew meaningful relationships with existing accounts

### **Tri-Factor, LLC**

*Marketing Intern, August 2013 – May 2014*

- Assisted in finding over five thousand new sales leads
- Created, revised, and formatted all marketing e-mails
- Updated and revised the company website
- Corrected twenty three percent of previous contacts
- Sales have increased by approximately 25 percent since joining and increased by two million compared to the previous year

## EDUCATION

**Florida Southern College**, Lakeland, FL

*Bachelor of Science in Business Administration with a minor in Economics- graduated May 2014*