

Travis Wilder

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727-459-0878

Authorized to work in the US for any employer

Work Experience

Practice Manager

White Sands Animal Clinic - Bonita Springs, FL

November 2016 to Present

- Smooth Handling and organization of the veterinary practice including client satisfaction, staff relations and profitability
- Optimizing employee schedule
- Hiring and training of employees
- Optimizing appointment calendar for practice
- Ensure compliance with workplace policy and all state and federal regulations
- Provide financial services for the practice including supplier/distributor accounts

Inside Sales Representative

Naples Florida Vacation Homes - Naples, FL

December 2015 to November 2016

- Keep detailed account records and contact logs.
- Respond to all customer inquiries in a timely manner.
- Negotiate prices terms of vacation rental properties
- Utilize a consultative selling approach on all calls.
- Give on-site sales presentations to existing and potential customers.
- Developed strategies to grow customer base which resulted in a 25% increase in monthly sales.

Account Executive/Compressed Air Specialist

Zorn Compressor & Equipment - Green Bay, WI

March 2015 to September 2015

Responsibilities

- Prepared and presented quotes, proposals, pricing, credit terms, and renewal, extension, or alteration of service contracts to customers. Activating and maintaining contract services.
- Overseen customer services through quality checks and follow-up; to help in identifying and resolving customer concerns.
- Maintaining a professional image at all times through personal actions and initiatives. Enhancing division and Company reputation and brand image by consistently working to implement the Company's core values of commitment, interaction, and innovation.
- Obtaining, developing, preparing, delivering, and presenting sales materials, exhibits, and promotional programs when attending exhibits, conferences, meetings, and other local, regional, and national promotional opportunities.

Insurance Sales Replacement Representative (Supervisor)

Hertz Corporation - Green Bay, WI

April 2012 to February 2015

- Manage and supervise 4 Hertz employees at Ameriprise Auto and Home Insurance
- Hired and trained all the new incoming employees in the Insurance Replacement partnership with Ameriprise
- Primary contact for all Insurance Replacement problems: including revenue, company expenditures, customer relation problems, etc...
- Remain current on the latest trends in the industry, with comprehensive knowledge of financial and insurance products, services and best practices

Outside Sales Representative

Hertz Equipment Rental Corporation - Tampa, FL

July 2010 to April 2012

- Recognized for developing new territory plan to focus on all aspects of construction industry in assigned territory.
- Conducted market research, identified emerging market needs and introduced market strategies.
- Cultivated new partnerships with construction leaders in territory through face to face interactions and networking opportunities.
- Exceptional company representative, proven ability to obtain quick rapport and long term trust with customers: earning a strong record of repeat sales from existing accounts.

Senior Sales Coordinator

Service Pump and Compressor-Hertz Equipment Rental Corporation - Tampa, FL

May 2007 to July 2010

- Coordinated the deliveries, pickups and service calls for a branch that had over 200 pieces on equipment on rent monthly as well as the 12 personnel to require the tasks.
- Created revenue using over the phone sales strategies to qualify potential customers for outside territory managers to pursue.
- Managed all billing and lien responsibilities for the branch that averaging over \$300,000 a month in revenue.

Education

BS in Marketing

University of South Florida

August 2006