

# Eve J. Robles

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**Skills:** Sales Manager with over 15 years experience in big box retail environment, growing the live goods business and maintaining professional relationships, while staying flexible to the changing needs of the retail/live goods industry. High energy leader, able to develop and motivate customer focused and goal driven teams. Experience with Version Control/Github. Able to program in Java and Android utilizing Eclipse and IntelliJ IDE.

## Professional Experience

### Color Spot Nurseries, Inc./Hines Horticulture 2012 ~ 2018

#### Team Lead/Sales Representative

- Cultivated and grew a strong team of committed sales reps that maintained profit margins and implemented the Color Spot business model.
- Created and maintained labor budget for a team of five merchandisers.
- Clearly communicated opportunities for improvement with sales, product merchandising and maintenance to team members.
- Coached and demonstrated sound customer service principles to team members, including direct customer contact to resolve issues.
- Secured additional product for the district by writing corporate orders corresponding with customers' marketing campaigns.

#### Sales Representative

2004 ~ 2012

- Successfully managed a territory comprised of big box and independents retailers.
- Grew account base from \$1.1 million dollars to \$1.4 million dollars over three years.
- Provided third party merchandising and sales to The Home Depot that included up to twelve independent live goods suppliers.
- Planned and organized routes within the territory to maximize efficiency and time in the field.

#### Sales Representative Trainee

2003 ~ 2004

- Demonstrated knowledge in space management and visual merchandising.
- Strong aptitude in customer service and selling techniques.
- Grew market share by 10% with The Home Depot, Lowe's, Wal-Mart, Rite Aid, and KMart by building trusting relationships with management that enabled me to drive live goods sales.

## Education and Accomplishments

- Sales Rep of The Year, 2009 & 2013 with sales exceeding \$1.8 Million Dollars.
- Above And Beyond Award, 2012 for outstanding customer care and teamwork.
- California State University, Long Beach, CA ~ Art History 2006.
- Proficient in MAC and PC applications; Word, Excel, PowerPoint.