

Tatiana Dobbs

Sales Representative - Wireless TRACFONE

tatimirca1@yahoo.com - (323) 479-2491

- ◆ Motivated, organized and accomplished bilingual Inside/Outside Sales Professional with highly successful multi-industry experience.
 - ◆ Exceptional ability to exceed revenue plans, increase brand awareness, and establish a service-driven atmosphere that fosters business growth and customer retention.
 - ◆ Skilled prospector and closer with strong B2B experience within extremely competitive sales environments.
 - ◆ Patient listener able to understand the customer's needs.
 - ◆ Highly effective problem solver who consistently meets deadlines and quotas.
 - ◆ Challenge-oriented individual recognized for increasing market share and margin through continuous product promotion, customer training and excellent sales presentation.
- Willing to relocate: Anywhere

WORK EXPERIENCE

Sales Representative

Wireless TRACFONE - September 2014 to Present

Outside and inside

. Open accounts, training clients, customer service.

. Cell Phone Stores. Activation phones also sell phones (simple mobile, page plus, H2O

. Net 10, Telcel, ultra mobile)

sales insurance agent

Team Alvarez Insurance - 2015 to December 2015

Open new accounts for Medicare, Life Insurance, Covered California

Boss Revolution

Southern California area - July 2011 to December 2013

Sales Representative - Southern California

. Launched sales territory, entailing the planning, implementation and management of all sales and marketing activities for the Southern California area.

. Originated and continue to service more than 300 new accounts to date, generating \$100,000 in monthly revenue from sales of pre-paid international phone cards and bill payment services.

. Serve as business and marketing consultant to customers including chain retailers, independent retailers and wireless communication stores.

. Motivate store personnel to increase sales through training in product knowledge, selling techniques and marketing strategies.

Sales Representative - Southern California Territory

Megatrux Company - Rancho Cucamonga, CA - January 2009 to June 2010

Performed complex sales of freight forwarding and LTL domestic and international shipping services for large trucking company.

- . Acquired extensive business with frozen and dry foods manufacturers and warehouses.
- . Opened 10 major accounts, necessitating extensive customer service and support.

06/2005-11/2008Money Group - San Dimas, California

Independent Sales Representative - California Region

- . Highly successful at meeting or exceeding monthly plans for sales of Automatic Teller Machines (ATMs) and credicards
- . Opened new accounts through cold calls to supermarkets, liquor stores and gas stations.
- Provided dedicated account maintenance to ensure customer satisfaction and loyalty

Sales Representative

South America-Hawk Biopharma - January 2002 to December 2004

- Southern California- South America-Hawk Biopharma)
- . Negotiated large contracts with pharmaceutical companies in South America, USA, Mexico.
- . Opened and managed accounts.
- . Sell raw chemical material, Agrochemicals, Organic and Inorganic chemical.

ADDITIONAL INFORMATION

COMPUTER SKILLS

Proficient in Windows, Word, Excel and PowerPoint; Internet navigation and research