**Suzetta Terman**

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**OBJECTIVE:**

I excel in the area of sales, and enjoy tremendously working with the public. I have a strong work ethic, and am a hard worker who has a great ability to learn and recreate a companies succesful sales strategies to quickly become a top sales person, and have demonstrated this ability with every company I have been with. I possess a company oriented thought process, and desire to build a successful future with the right company. Those who have worked with me in the past would describe me as being easy to work with and someone who is very effective while maintaining a high ethical Standard.

**WORK EXPERIENCE:**

Sales Consultant:

August 2013 - October 2014 -Ashley Furniture Homestore -909-433-5303 Colton, Ca

* My responsibilities were to consult customers with their furniture and mattress needs. My expertise's were in probing the clientele to fit their needs and fill all their home possibilities with what Ashley Furniture Homestore could provide. Maintaining a top selling record while giving great customer service were the top qualities I displayed while employed with Ashley Furniture Homestore. Proving this by receiving 100% secret shoppers reports, letters being sent to my store manager and also my corporate managers regarding my clients wonderful experiences while working with me, and I accomplished these while winning sales contests.

Marketing Sales Associate:

January 14 2013-July 2013 - Cloud marketing -909-781-0093 Rancho Cucamonga, Ca

* I was responsible for attaining new small business accounts for their customer Hess Energy, a natural gas supplier in the Ohio Customer Choice Program.

Advertising Consultant:

The Local Pages

April 9 2012 - December 2012

* I was an outside sales representative, who was responsible for acquiring new business advertising accounts for the Local pages in Victorville Ca.

Account Executive:

October 2010 - March 2012 Central Payment - 888-881-0841 San Rafael, CA

* I was responsible for establishing my own accounts in small businesses for merchant processing. As well as all follow up customer service for those accounts.

LVN

January 2005 - June 2009 -Professional Career Nursing 626-962-9989West Covina, CA

* I worked as a registry nurse. Ii had to be fast paced, and quick learning, because I went to many different facilities to work, and had to jump in with no training at those different facilities. I have worked closely with families, and doctor's and other healthcare professional to make sure patient receives the best holistic care available.  I have prided myself on giving the best patient care, and have excelled at all aspects of nursing, however I am looking for a new career because I don't feel with the currant healthcare situation, and HMO insurance plan giving good care to patients is possible

LVN

April 2000 - January 2005 - Allied Professional Nursing 909-949-1066 Upland, Ca

* I was a licensed home health nurse. At this job it was long term cases with children. Besides a few brief coverages for fill in positions, I took care of one little boy for 41/2 years.I was responsible for entire care of child while working. Which included but was not limited to, Tracheostomy care, administering medication, wound care, cleaning of all equipment, ordering supplies, carrying out and getting doctors orders. Family teaching, Passive and active range of movement exercises. Feeding, bathing and all other normal care.

LVN

September 1995-November 1999 -Upland Rehabilitation Center 909-985-1903 Upland,

* I was a charge Nurse, who was in charge of 30-35 patients care. I supervised CNA's in the general care of the patients, Medication Pass, Doctors Orders and follow up, family teaching and discharge planning.

Sales Associate

March 1990 - August 1993 - Certified Business Supply Brea, Ca

* calling business's across the country to attain new accounts to buy office supplies.

Sales Associate

January 1986 - January 1990 - M. Strauss Inc. Garden Grove, Ca

* Selling and putting up displays of cookies and juice.I would sell to different groceries and sell my product, then follow up with those accounts on a bi-weekly or weekly schedule to keep displays full and customerssatisfied

**EDUCATION:**

June 1986 Graduate - Rosamond High School

December 1996 - Graduate - Chaffey College LVN Program Rancho Cucamonga, Ca

I have again enrolled in college, working towards my B.S.Degree in Psychology. I also have found a new passion for Photography, and have completed three college credited photo classes. Including film photography and developing prints, Digital Photography And Photoshop.

CERTIFICATION

LVN

December 1996

Chaffey College

SKILLS

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| I am a fast learner, highly motivated person who loves to work with the public. | Beginner |
| Basic computer knowledge. Good command of the English language. | Beginner |

REFERENCES

1) Barbara D'Abusco - 909-957-3701 Los Angeles Sherriff Dept. Alta Loma, Ca

2) Mike Stacci - 951-234-6232 Sales Assoc. Ashley Furniture Homestore Temecula, Ca

3) Penny Martin - 909-633-7343 911 Operator City of West Covina Upland, Ca