

Kaleb Faas

Career Objective:

To secure a position in a progressive organization where I provide value to my team with responsibilities for planning, procurement, and execution of critical projects; While staying committed to driving revenue growth, improving customer satisfaction, and streamlining order management processes.

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Deal Desk Intern, Workiva;

Ames, IA: May. 2022 ~ Present

As a Sales Operations Intern, I support various internal teams, including Order Management, Informational Technologies, Finance, Accounting, and Sales. Within Sales Operations, I provide information to internal stakeholders to aid Workiva in generating new opportunities.

- Participate in planning for new products and lines of business. Develop operational plans to assess deal structure readiness end to end.
- Be the trusted advisor to the America's sales team, collaborating on pricing, product, and commercial terms for non-standard transactions.
- Draft, review and negotiate commercial terms for sales orders, SAAS agreements, service agreements, statements of work, restatements, amendments, and other agreements as necessary.
- Assist with the development of sales and professional services agreement templates.
- Provide guidance and interpretation to finance and sales management of contractual rights, obligations, risk assessment and clarification on contractual terms and conditions.
- Ensure contract terms compliant with the relevant business requirements (e.g. discounting or concession approvals, service terms, revenue recognition rules)
- Develop training materials, sales order form examples and conduct regular contract training sessions.
- Publish contracts guidance and reference materials to intranet using web publishing tools.

Sales Consultant, Best Buy;

Ames, IA: Oct. 2021 ~ May. 2022

Handling all aspects of sales including customer contracts and warranties, customer payments, credit/check transactions. Develop and maintain strong up to date knowledge of products, accessories, pricing plans, and service features.

- Provided excellent customer service by understanding their needs and recommending appropriate products.
- Consistently met and exceeded sales goals by effectively utilizing product knowledge and sales techniques.
- Demonstrated expertise in various technology products and assisted customers in setting up and troubleshooting devices.

Skills

- Strong organizational and execution skills and ability to manage competing priorities
- Excellent analytical and problem-solving skills to enable informed decision making
- Experience in delivering high quality guidance against challenging timelines Experience in working with virtual teams across the world
- Highly analytical with sound fact-finding, research and decision-making skills
- Cross functional influencing skills Advanced level of sales training, c-level communication, advanced negotiation skills, etc

Education

Business Management

Iowa State University

2019 – 2023

Management Information Systems

Iowa State University

2019 – 2023