|  |  |
| --- | --- |
| Ruth Morais  **Project Implementation Specialist** | 860.833.5289  ariasmorais@gmail.com  East Hartford, CT/Willing to travel |
| **PROFESSIONAL EXPERIENCE**  **History of developing successful sales process improvement** and marketing initiatives, designed to increase revenue. Strong background in sales and marketing project management.  **Superior relationship-building skills** and experience working collaboratively with customers, vendors and sales team.  **Senior Sales Specialist**  Cardinal Health Glastonbury, CT 8/ 2016–Present   * Played a key role in decreasing turnaround time on pricing proposals from 8-10 days to 3-4 days * Conducting product research for sourcing, technical information * Developing proposal unit process and procedure training guides for internal customers and new hires * Maintaining the electronic library with information for proposals, sample graphics and photos   **Sales and Training Development Facilitator**  BBN Glastonbury, CT 7/2014 - 8/2016   * Drove growth by focusing on customer service, customer education on customized solutions for increased sales, and teamwork * Developed client facing product training programs, including oversight of the company-wiki, FAQs, manuals and videos * Worked with SME’s and management to develop and implement strategic projects (i.e. CRM), and new product development (i.e. .bank loan portal) with quantifiable metrics * Maintained intranet and website content as directed by Marketing * Reported customer behavior, competency gaps, and product trend analysis   **Event Coordination Assistant**  Davis Communications ◦ Windsor, CT ◦ 5/2012-7/2014   * Worked with Logistics teams to successfully execute all event action plans * Planned collateral preparations, arranged venue accommodations and attendee lists * Provided the a primary level of sponsor assistance and access control   **Sales & Marketing Support**  Westbrook Technologies Inc. ◦ Branford, CT ◦ 6/2012 - 8/2013   * Managed the data migration and implementation of MS Dynamics CRM * Created sales proposals pricing , RFP responses, and pricing agreements * Produced weekly and monthly sales reports for the CEO and sales team | **SKILLS**  Business Process Improvement  Salesforce, MS Dynamics CRM  Customer Training Development  WebEX, GoToMeeting, Skype  Vendor Relations and Negotiation  Camtasia, SnagIt, Geenio  Project Coordination  Slack  Basecamp  MS Dynamics GP *(Accounting Software)*  MS Office Suite  **HIGHLIGHTS**  *Worked on Logistic team for the Documentary premiere of 1984 Olympic Silver Medal Winner Nelson*  *Managed training programs for 160 customers*  *Recognized for Training Plan and Company CRM Implementation*  *Developed first-of-its kind sales dashboard, customer and product trend analysis*  *Played a key role in company’s initiatives to increase employee* *involvement and morale*  **EDUCATION**  (Incomplete)  Bachelor of Arts, of Business  Albertus Magnus, New Haven, CT |