Retzio Gredig

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PROFESSIONAL GOALS

Combine my skills in sales, data analytics, and operational execution to achieve differentiated results in sales and product development while living a life of endless learning and growth attained by curiosity, abundance, alignment, and co-creation.

PROFESSIONAL EXPERIENCE

Clear home   December 2020 – Present
Market Development and Sales Training Specialist: Contracted by Amazon   London, England
- Conducted R&D and Piloted Amazon's expansion of the Key for Business program into England
- Co-created sales processes and training material while also recruiting and training local sales representatives
- Presented Amazon's Key for Business technology to property management teams, board members, and councils
- Piloted the England expansion and establish 10% of the annual new accounts in two months

Territory Sales Manager: Contracted by Amazon   Phoenix, Arizona
- Grew and managed a team of 8 people, developing personal and sales skills
- Developed leadership and sales influence skills, learned how to effectively recruit, hire, and train employees
- Led a team that sold 33,597 units with 279 commercial B2B accounts, and placed 2nd for quarter 3 of 2021

Sales Specialist for Contract Negotiations: Contracted by Door Dash   Los Angeles, California
- As a top performer, was chosen to demo our team's sales volume for Door Dash during contract negotiation
- Worked with small business owners to onboard them to Door Dash

Outside Sales Representative: Contracted by Amazon   Denver, Colorado
- Expanded my client acquisition and retention skills in B2B by conducting the full sales cycle for multiple accounts at a time with Amazon's Key for Business, an IoT solution for residential real estate developments
- Sold 16,826 units with 156 B2B accounts, placing 3rd in the company for quarter 3 and 18th for the 2021 year
- Utilized a combination of my skills in data and sales to generate more efficient and effective lead generation strategies, which reduced time spent by 60% and increased conversion rates by 25%

Caliber Smart   June 2020 – September 2020
D2D Sales Representative Contracted by Dish Network and T-Mobile   Nashville, Tennessee
- Sold 106 accounts in 3 months and achieved highest completion rate of 87% in the office
- Achieved top rookie status both locally and nationally
- Mastered pitching, tonality, and subtle sales techniques through the rawest form of sales

SKILLS

Languages: SQL, Python, R, VBA, VB.Net
Tools: Microsoft Visual Studios, Microsoft SQL Server Management Studio, Power BI, Tableau, SPSS Modeler, JMP
MOS certification: Excel, Access, PowerPoint, and Word
Data analytics: Inferential statistics, prediction, segmentation, classification, text analytics, and analysis of complex data
Data presentation: Analytic visualization, data storytelling, and business-technical interpretation and translation

LEADERSHIP EXPERIENCE

Abundant Leaders (networking and professional development group)   Jan 2022 – Present
Zeta Beta Tau   September 2019 – Present

EDUCATION

Daniels College of Business, University of Denver   Denver, CO
Bachelor of Science Business Administration: Business Information and Analytics   June 2022
Minor: Entrepreneurship