

# 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 2<sup>nd</sup> 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 3<sup>rd</sup> in the company for quarter 3 and 18<sup>th</sup> 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* Nashville, TN

- 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:** Visual Studios, 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