

# Jake C. Torgeson

A c c o u n t   S a l e s   R e p r e s e n t a t i v e



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Madison, WI

## S U M M A R Y

Extensive knowledge of Pepsi Co products.

Ability to close sales by building rapport with potential clients.

Expands sales in existing accounts by introducing new products and services, developing new applications.

## S K I L L S

Desire to exceed sales goals.

Knowledge of proper sales planning.

Written/verbal communication skills.

Ability to analyze and prepare inventory data.

Proficient in Microsoft Software.

Knowledge of VIP Software.

## E D U C A T I O N

Power Industrial Equipment Training  
Windsor, WI 2016

Bartending License  
*Bartending Academy, Milwaukee, WI*  
2015

High School Diploma  
*Monona Grove High School*  
2005-2009

## E X P E R I E N C E

Account Sales Representative

WP Beverage, Windsor, WI

2012 - Current

Addressing customer requests, upselling or cross-selling products and services, collaborating with team to submit reports to upper management. Continued management of inventory, education of clients on new products, and proven ability to manage 100 accounts.

Merchandise Supervisor – Automotive / Dry Grocery

*Wal-Mart, Monona, WI*

2006 - 2012

Supervised staff in the stores highest grossing departments. Ensured compliance with store policies, performed hiring, coaching, and evaluation of associates. Performed general oversight of merchandise display execution, and ensured financial goals were met.