

AMANDA FOX

Business Professional

SUMMARY

Self-motivated business professional with 6 years of experience in hyper-competitive market environments. Looking to bring my skills and integrity to a tech company with global reach where I can continue to embrace new concepts that better myself, my company and my customer's experience.

WORK EXPERIENCE

Sales Representative at Cintas | Houston, TX

October 2018 — Present

- Consistent track record of exceeding goals by 10-20% and receiving quarterly performance bonuses.
- Technology Champion responsible for the technical training and development of sales team in areas including Microsoft Dynamics 365, Dynamics Connect, Sharepoint, Microsoft 365 services, Surface device, presentation tools and more.
- Active mentor to Sales Representatives and Management Trainees.
- Drive new and existing business sales by owning full sales cycle including prospecting, leading persuasive presentations, creating proposals, negotiating contracts, closing new accounts, managing implementation and ongoing account management.
- Work closely with service teams to exceed customer expectations, resulting in an annual retention rate of 97%.
- Collaborate with Technology Champions across organization to define, measure, and improve business processes, while recognizing and documenting tangible results.
- Maintain up-to-date industry and product knowledge to build credibility and value.

Software Engineer at 100Devs | Remote

May 2022 — Present

- Work with languages such as JavaScript, SQL, HTML5, and CSS3.
- Collaborate with a team of developers to build modern and responsive web applications using best practices.
- Build semantically structured web applications.

Recent Projects: SpaceCity StarGazers Web App with NASA API integration, Mix With Us Web App with Cocktail DB API integration, Makeup Designs by Lana Web App, and more.

Management Trainee at Cintas | Houston, TX

January 2017 — October 2018

- Grew assigned territory by 106%, ranked in the top 5% of the company.
- Led and managed sales team of 3.
- Managed projects as Product Champion overseeing new product launches, implementation and deadlines.
- Researched and prepared presentations for C-level executives regarding industry trends, competitor analysis, profitability reports, and internal operating inefficiencies.
- Conducted data analysis on product performance, identified areas of improvement, presented incentive programs resulting in 20% product growth.

CONTACT

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AWARDS

Rookie of the Year

Winner's Circle

8x Summit Club

9x Pinnacle Club

5x Sales Monster

450K Club

TECHNICAL SKILLS

Dynamics 365

Microsoft 365

SAP

HTML5

CSS3

JavaScript

SQL

UI/UX

CERTIFICATION

Six Sigma Green Belt

EDUCATION

SFA State University

2012 - 2016

Degree: BBA General Business

Activities: 4-Year D1 Soccer

Scholarship Recipient