

ANNA FORD
San Diego, California
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503.804.0032

OBJECTIVE

I am a self motivated, results driven professional with 8 years of outside sales experience. I have a consultative approach to sales and a strong drive for professional growth. I am a mission driven individual that strives to over execute on both individual and team goals. I pride myself on maintaining strong and honest business relationships with my peers and customers..

EXPERIENCE

NEODENT: TERRITORY MANAGER: SAN DIEGO

San Diego, California January 2024 - Present

- Grew the territory by 40% in 5 months
- Acquired 12 new customers in 4 months leading to 170% to plan in new business
- Won back a large account which made up 28% of territory sales in the prior year

NEODENT: TERRITORY MANAGER OREGON:

Portland, Oregon January 2023 - January 2024

- Finished year one at 117% to plan and green in all buckets.
- Grew the Oregon territory to over \$2,000,000
- Acquired 29 new customers leading to 280% to plan in new business
- Outperformed all other reps in the country to attend the Neodent Symposium in Miami
- Transferred to San Diego in January to kick start a new territory

SOUTHERN GLAZER’S WINE AND SPIRITS: JACKSON FAMILY WINES KEY ACCOUNT MANAGER

Portland, Oregon July 2018 - December 2022

- SGIRLS INC OF THE PACIFIC NORTHWEST: GIRLS GROUP LEADER

Portland, Oregon 2016 – 2021 elected as the National Sales Person of the month in October of 2021 due to a 300% territory growth after just 4 months in a new role.

- Selected as West Coast Sales Person of the month in June of 2022 due to a 150% case growth in Q1
- Won several team and national blitzes due to territory expansion and close relationships with major key account in the Downtown Portland territory
- Opened 50+ new accounts that were not previously working with SGWS leading to a 20% case growth
- Over-executed on both supplier and SGWS goals while always maintaining a positive and can-do attitude which set the tone for an overall positive team atmosphere.
- Volunteer: Group leader for girls of the Hillsboro Boys and Girls club.
- Teaching: Encouraging and giving girls ages 8-12 the tools to be “Strong, Smart and Bold”

EDUCATION

GONZAGA UNIVERSITY: Bachelor of Science in Communication Studies

Spokane, Washington, 2012 – 2016

- Applied Communications Major: Social Media/ Marketing
- Focus in Cross Cultural Communications / Journalism Minor
- Student Journalist for Gonzaga Bulletin Newspaper

DANISH INSTITUTE OF STUDY ABROAD: STUDENT

Copenhagen, Denmark, Spring Trimester – 2015

- Cross Cultural communications and Photojournalism

SCAPPOOSE HIGH SCHOOL: STUDENT

Scappoose, Oregon, 2008 – 2012

*References Available Upon Request