

DAVID SANDERSON

CONTACT

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SKILL SET

COMMUNICATION

Robust interpersonal skills. Able to interface easily with front and back of house.

TECH SAVVY

Familiar with POS software and able to swiftly learn new applications.

FLEXIBLE

Eager to learn new things and apply knowledge in novel ways.

TEAM ORIENTED

Impeccable ability to work towards team initiatives and assume necessary role.

INTERESTS

Outdoors, Travel, Reading, and Beer.

References Available Upon Request

PROFESSIONAL EXPERIENCE

INSIDE SALES REPRESENTATIVE

PR NEWswire | ALBUQUERQUE

2016 - 8/2017

- Managed account base of 350+ accounts. Organizations range from non-profit, agency, and small to large private companies.
- Partnered with my clients on a strategic approach to their overall communications and help align the services of Cision, PR Newswire and MultiVu to their needs.
- Responsible for client retention and growth on an annual basis.

CUSTOMER ACQUISITION REPRESENTATIVE

PR NEWswire | ALBUQUERQUE

2015

- Drove new business wins through competitive outreach.
- Revived dormant base of customers and generated new revenue from inactive accounts.
- Employed Miller Heiman sales methodology to uncover new business opportunities, negotiate customized contracts, and secure revenue.

ASSOCIATE CUSTOMER CONTENT SPECIALIST (SUPPORT)

PR NEWswire | ALBUQUERQUE

2014

- Handled various inbound client requests.
- Provided clients with advice on PR best practices.

SERVER

SLATE STREET CAFE | ALBUQUERQUE

2012-2013

- Familiar with Point of Sale and common restaurant machinery and equipment cleaning processes.
- Proven ability to "upsell" alcohol, desserts, and appetizers to customers.

FOODRUNNER

SLATE STREET CAFE | ALBUQUERQUE

2011-2012

- Memorized restaurant's breakfast and dinner menu.
- Received in-depth training for proper food handling and preparation techniques.

EDUCATION

UNIVERSITY OF NEW MEXICO

B.S IN EVOLUTIONARY ANTHROPOLOGY