

Torin Jensen

Murray, UT 84107

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Talented sales professional who effectively multi-tasks and balances customer needs with company demands. Efficiently builds loyalty and long-term relationships with customers, while consistently reaching sales targets.
Authorized to work in the US for any employer

WORK EXPERIENCE

Account Executive

Park City Group - ReposiTrak - Salt Lake City, UT - 2017-01 - Present

As an Account Executive I manage the enrollment and compliance of 1800 vendor accounts in ReposiTrak. ReposiTrak is a cloud based food safety and business compliance document management platform. Vendors are required to pay ReposiTrak an annual subscription fee depending on how their customer(s) have chosen who handles the billing. Then walk them through the enrollment step by step and explain why there is a Fee and what it covers. Once enrolled I will walk them through the uploading of required documents. I manage their account making sure they are 100% compliant within ReposiTrak based on the customer(s) requirements. Sending email correspondence and phone calls as needed for each account. Attention to detail is critical for knowing what status my accounts are in at all times.

RESERVATIONS AND SALES SPECIALIST

MAUI PACIFIC DIVERS - 2014-06 - Present

As a reservations and sales specialist, I help clients choose the best excursion for their abilities and skill levels.
Schedule
all reservations through A3H reservations system. Answer phones, check in- check out of all boat passengers.
Handle
excursion sales of all foot traffic in harbor area.

Carrier Relations Agent

Apex Logistics Group - American Fork, UT - 2015-09 - 2017-01

As a Carrier Relations Agent

- Sourced, sold, coordinated, and tracked and traced up to 250 loads per month, totaling an average revenue of \$163,813.65 per month.
- Selected by VP of Operations to join new Strategic Sourcing Team which was tasked with building and sustaining new customer lanes and improve profitability of specific existing, underperforming lanes.
- Negotiated rates with carriers that were fair to carrier and produced high margin opportunities for Apex.
- Developed long term, profitable relationships with multiple carriers, and shipping facilities, which increased the carriers business, met our customer's needs and timetables, and generated more margin dollars.

CUSTOMER SERVICE, CLAIMS PROCESSOR

TALL TREE ADMINISTRATORS - 2013-01 - 2014-10

Helped clients find providers with-in there network, Processed insurance claims, Provided health care information in regards to their plan coverage, helped providers check status of insurance claims, Managed all incoming and outgoing
Rx vendor files, Audited vendors accounts

MANAGER

RADIO SHACK - 2011-10 - 2013-01

As a manager I was responsible for scheduling, training my associates, payroll, inventory control as well as, helping

customers find what they are looking for and answer any questions they might have. My other duties consist of stocking,

planograms, and tagging products. Also I helped customers find the right wireless phone and phone plan that is the right fit for them. I am familiar with Sprint, AT&T, and Verizon.

Setter/Closer/Team Lead

Internet Auction Solutions - Draper, UT - 2006-03 - 2010-01

Responsibilities

As a Team Lead I was responsible for the training of my team and re-qualifying potential candidates to come aboard our coaching and mentoring programs that were offered at different investment levels. We specialized in the eBay marketplace. We worked over the phone from leads provided to us by the company. It was a commission only based pay structure.

Accomplishments

I started as a setter where I would qualify people to speak with a "closer" or ebay business specialist. I moved up to being a "closer" after about of year since I was very familiar with how the business worked and once I had generated a steady production rate. After about two years I was promoted to Team Lead where I was responsible for about five others on my team.

Skills Used

Great customer service skills. Strong sales skills. Hardworking mentality. Team player. Detail oriented. Great follow through. Ability to multitask. Build repore with each and every potential client.

EDUCATION

High School Diploma

Murray High School

2000 - 2004

ADDITIONAL INFORMATION

Skills & Abilities

- Friendly and Cheerful
- Approachable
- Goal-oriented
- Hard working
- Adept at closing sales