

# Susan Gayle Kadar

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**Languages:** English (mother tongue), Spanish, Hebrew

## **Education:**

- Bachelor of Business Administration (**B.B.A.**) Marketing, Pace University, New York
- **Master of Science (M.S.) Biochemistry, Columbia University, New York**

**Objective:** Looking for a Position as a Sales Representative

## **Summary:**

Experienced B2B Sales Representative skilled in pitching, fostering client relationships and closing sales.

Areas of expertise include:

- Prospecting for new business
- Account Management
- Relationship Building
- Negotiation
- Upselling Techniques
- MS Office, CRM, Salesforce
- New product introduction
- Team Selling\Collaboration
- Time Management
- Drive Profitability
- Generate Revenue
- Other Computer Skills

## **Work Experience:**

### **Flamingo, Ramat Gan, Sales Representative (1/2023-7/2023)**

- Sold immigration packages for various types of immigration visas.
- Dealt with customer queries; analyzed precise ongoing market analysis.
- Responsible for all stages of selling cycle and account management of clients.

### **Media Crush, Tel Aviv, Sales Representative (3/2019-1/2023)**

- Responsible for resolving problems; identifying and analyzing market trends.
- Monitoring competitor activities and responding to customer needs.
- Dealt with customer queries; analyzed precise ongoing market analysis, looking for unique ways to enhance sales.
- Assessed clients' needs and delivered creative solutions for individual clients through resolutions with collaboration of support team.
- Leveraged a consultative and customer-centric approach.
- Salvaged languished accounts with previous customers from previous sales cycles.

### **Calisto Group, Ashkelon, Sales Representative (12/2017-3/2019)**

- Retention sales for Canadian and Australian immigration and relocation assistance services to the global market.
- Managed 1000+ immigration cases and compliance activities.
- Advised clients on program-specific service plans.
- Consulted on immigration/visa regulations to negotiate optimal sales packages.
- Provided support with LMIA process.
- Managed individual account through multi-faceted process from evaluation to submission. Liaison with RCIC and MARA agents.

**Eventus, Petach Tikva, Sales Representative (6/2016-04/2017)**

- Proven record closing sales as an Account Manager.
- Comprehensive knowledge of financial markets.
- Organized daily meetings on changes in market.
- Composed detailed call reports, sales plans and forecasts in order to assist in sales.
- Prioritized outcome to maximize resources and value for clients.
- Followed economic data releases and explained the market impact to clients.

**UK Options, Tel Aviv, Sales Representative (11/2015-6/2016)**

- Proven ability as an Account Manager to quickly build rapport, establish trust, and close sales.
- Developed prospective clients, followed up after initial sales and upgraded existing clients.

**Telemaris Marketing Services Ltd, Tel Aviv, Sales Representative (12/2013-9/2015)**

- Account Manager prioritized new leads efficiently and provided individualized sales strategies to optimally match each client.
- Provided client with personal training and developed strategies.
- Collaborate in team environment, revitalized launch of new market opportunities.