

Marshal Preston Wahl

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Work Experience:

Outside Sales Representative

Armour Sales

2719 South Lemel Circle

Salt Lake City, UT

3/2024 - 10/2024

Duties, Accomplishments and Related Skills:

- Represented a diverse portfolio of plumbing-related product lines, building and maintaining strong, long-term relationships with customers and wholesalers.
 - Conducted regular weekly check-ins to address client needs, provide product updates, and ensure a high level of customer satisfaction.
 - Actively identified opportunities to expand sales within existing accounts by understanding customer requirements.
 - Attended industry events, trade shows, and promotional gatherings to support wholesalers, boost brand visibility, and promote product lines to potential buyers. - Developed in-depth product knowledge, staying current with industry trends to communicate benefits effectively and answer technical questions.
 - Collaborated with marketing and sales teams to create strategies that increased sales and improved brand awareness across multiple territories.
 - Consistently achieved or exceeded sales targets through effective territory management and a customer-centric approach.
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Outside Showroom Sales

Keller Supply Company

11857 W Executive Drive

Boise, ID

8/2022 - 3/2024

Duties, Accomplishments and Related Skills:

- Worked with a wide variety of manufacturers, including Kohler, Kallista, Moen, Delta, and Brizo.
- Ensures collection of outstanding accounts receivables from customers with consistent customer contact,
- Cultivates new and expanded sales prospects and customer opportunities to achieve sales growth,
- Promotes teamwork across departmental lines to ensure timely resolution of customer issues, organizing and attending the joint sales calls with vendors, securing and opening new accounts.
- Scheduling appointments and visiting the existing and potentially new customer accounts to review product needs and determine other opportunities, while managing all aspects of product pricing, multi-tier discounts, and delivery terms.
- Directing the sales and business development functions, including key account management, customer relationship development, contract negotiations and order fulfillment. Collaboration with management and operations to implement strategies that support profitable sales growth.
- Coordinating the promotional activities in stores (setting up and changing pos materials).

Showroom Sales Consultant

Keller Supply Company

11857 West Executive Drive

Boise, ID

4/2017 - 8/2022

Duties, Accomplishments and Related Skills:

- Serves customers by helping them select products.
 - Drives sales through engagement of customers, suggestive selling, and sharing product knowledge.
 - Greets and receives customers in a welcoming manner.
- Responds to customers' questions.
- Directs customers by escorting them to racks and counters.
 - Provides outstanding customer service.
 - Documents sales by creating or updating customer profile records.
 - Manages financial transactions.
 - Processes payments by totaling purchases, processing checks, cash, and store or other credit and debit cards.
 - Alerts management of potential security issues.
 - Assists with inventory, including receiving and stocking merchandise.
 - Keeps clientele informed by notifying them of preferred customer sales and future merchandise of potential interest. Enthusiastic; friendly; outgoing; good listener; excellent communication and presentation skills; knowledge of manufacturing and retail sectors of the plumbing industry; good organizational and computer skills.

Supervisor: Steve Cheney

References:

Name	Employer	Title	Phone	Email
Steve Cheney (*)	Keller Supply Company	Branch Manager	208-919-0800	
Rob O'Neil (*)	Viega	Area Sales Manager	253-973-1565	

*) Indicates professional reference