

# Julia Grace

*Territory Sales Management / Design Sales*

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## Qualifications

- Cold call and prospecting skills
- Strong sales experience, communication and account management skills; excels at maintaining a dynamic and loyal customer base
- Excellent organizational and time management skills
- Self-starter and self-motivated; able to work independently
- Both inside sales experience with the consumer as well as B-to-B
- Ability to establish a rapport with a wide variety of people
- Strong closer
- Strong computer skills

## Education

**University of South Alabama**

Mobile, Alabama

*Masters Degree in Education*

**Texas Christian University**

Fort Worth, Texas

*Bachelor of Arts & Education*

Outstanding Senior; Dean's List

## Experience

2016 to Present	<b>Issis &amp; Sons Furniture</b> <i>Designer</i>	Pelham, Alabama
	<ul style="list-style-type: none"><li>• Designs Customer rooms with furniture, window coverings, rugs &amp; accessories</li><li>• Works with customers in the store and also in-home</li><li>• Communicates with prospective customers through email and text</li><li>• Averages \$45,000 in sales per month</li></ul>	
2015 to 2016	<b>Caco Industries</b> <i>District Sales Manager</i>	Johnson City, Tennessee
	Territories: Alabama, Middle Tennessee, Florida Panhandle	
	<ul style="list-style-type: none"><li>• increased customer base by 20% through cold calls, prospecting &amp; account management</li><li>• conducted training seminars with sales people</li><li>• resolved service &amp; product issues for retailers</li></ul>	
2012 to 2015	<b>Hunter Douglas</b> <i>Sales Representative</i>	Salt Lake City, Utah
	Territories: Alabama, Florida Panhandle	
	<ul style="list-style-type: none"><li>• Serviced Home Depot through CBG MyBlinds</li><li>• Serviced Lowes through Vista Products</li><li>• Sold and maintained display and samples in over 87 Lowes and Home Depots</li><li>• Reset Displays</li><li>• Trained Associates and Management</li><li>• Conducted in-store promotions on weekends</li><li>• Increased territory by 30%</li></ul>	

2011 to 2012	<b>Empire Today</b> <i>Sales Representative</i> (Grace Interiors, LLC)	National Flooring Co.
	<ul style="list-style-type: none"> <li>• Sold Flooring (carpet, wood, laminate, vinyl, ceramic) to consumers in their homes</li> <li>• Responsible for presenting the product, all measuring, closing the sale, and completing all paperwork</li> <li>• Closing Ratio: 65%</li> </ul>	
2009 to 2011	<b>Ethan Allen</b> <i>Design Consultant</i>	Global Design Center
	<ul style="list-style-type: none"> <li>• Designed custom rooms with furniture, window coverings, flooring and accessories.</li> <li>• Used computer to lay-out furniture design</li> <li>• Averaged \$70,000 in sales per month</li> </ul>	
2006 to 2009	Cared for my elderly and sick mom; worked a few part-time jobs.	
1993 to 2006	<b>Skandia Industries</b> <i>District Sales Manager</i>	Tallahassee, Florida Territories: Northern Alabama, Middle Tennessee
	<ul style="list-style-type: none"> <li>• Increased customer base with cold calls, prospecting; maintained and serviced existing accounts</li> <li>• Resolved product &amp; service issues for dealers and assisted with professional installation</li> <li>• Conducted in-store training seminars on product, service and installation</li> <li>• Created advertising and marketing programs for dealers; worked trade shows</li> <li>• Trained new sales representatives in other districts for the company</li> </ul>	

## Awards

- 2006 - Sales/Award Doubling Sales from Prior Year
- 2005 - Exceeding Sales Over \$150,000 per Month
- 2005 - Won National Sales Meeting Group Project
- 2004 - Won National Sales Meeting Group Project
- 2003 - Sales Person of the Year