Susan Schneider

Fenton, MO

[sd.schneider95@outlook.com](mailto:sd.schneider95@outlook.com)

(314) 610-0749

Work Experience

## Sales Consultant, Scholastic Book Fairs

Scholastic Book Fairs July 2009 to Present

* Maximize sales and profitability for more than 400 book fair events annually exceeding $1,000,000 of business every year
* 98% rebooking rate
* Build and maintain effective relationships with librarians, PTO/A presidents, school principals
* Effective collaborative planning for maximizing event participation and sales
* Utilize CRM tools to gain insight and drive year over year improvements
* Best-in-class customer service and support
* Maintain close partnership with local Field Representative in shared territory

**Sales Representative** Amcon Laboratories January 2008 to July 2009

* Managed over 1800 business accounts, selling more than $300,000 of eye care supplies annually, reaching a bonus level of commission each month
* Generated orders for eyecare supplies in the areas of optical, laboratory, and pharmaceutical
* Provided first-class customer service to ophthalmologists, optometrists, and opticians
* Prospected daily to increase number of accounts

## Director, The Pampered Chef

May 2005 to December 2007

* Created and implemented monthly business plan for sales team
* Recruited, trained, and supported a team of more than 20 sales consultants
* Responsible for sales operation which generated nearly $100,000 of annual sales
* Assisted others in setting and reaching personal and team goals
* Participated in ongoing training

## Parent Educator, Parents as Teachers Program

Northwest R-1 School District August 2005 to December 2006

* Scheduled and prepared in-home visits
* Provided education to 35 families in the Parents As Teachers program
* Provided age-appropriate developmental information to parents of infants through age 5 Engaged closely in each child's growth and development

## Independent Consultant, The Pampered Chef

December 2001 to May 2005

Managed independent consulting business

## Preschool Teacher

St. Louis Children's Hospital, Child Development Center March 1990 to August 1999

* Responsible for children 6 weeks to 6 years of age in a childcare setting
* Collaborated with colleagues to develop daily curriculum
* Planned and implemented age-appropriate activities in a classroom setting for approximately 20 children

# Education

## Bachelor of Science in Child Development

Truman State University - Kirksville, MO August 1986 to December 1990

# Skills

TECHNICAL EXPERIENCE Microsoft Word, Microsoft Excel, Groupwise Customer Relationship Management (CRM) software by Sage and PeopleSoft, Pampered Partner CRM software developed by The Pampered Chef, Customer Service, Cold Calling

# Additional Information

Strong analytical skills

Ability to multitask in a fast paced environment

Strong service orientation and focus on customer needs Strong verbal and written communication skills

Strong follow up skills and attention to detail

High level of motivation, self management and effective interpersonal skills Strong work ethic and dependability