

JONATHAN SHERMAN

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WORK EXPERIENCE

Reyes Coca-Cola Bottling LLC, Rancho Cucamonga, California

Account Manager, Feb 2015 — Present

- Deliver exceptional account service to strengthen customer loyalty and build a strong relationship with the customer.
- Address customer questions and concerns regarding products, prices and availability.
- Execute sales plans and strategies to help drive growth and GDP.
- Support communication from District Sales Manager with day-to-day information, to include new item innovation into the market place, help minimize waste and costs, and develop work associates to ensure maximum sales results.

Urban Advantage Group, Corona, California

Outside Sales Representative, Sep 2014 — Oct 2014

- Gain and manage new accounts in the Inland Empire selling luxury vinyl and tile flooring.
- Planned, created and delivered sales presentations to general contractors, interior designers, multi-family complexes and flooring stores.
- Built relationships and followed up with accounts on a weekly basis to establish a relationship to acquire future sales.
- Organize and enter all data into Salesforce.

Stater Bros., Riverside, California

Cashier, Nov 2008 — Aug 2014

- Process customers' orders and assist in bagging the customers' order, along with the responsibility of collecting payment to complete the transaction.
- Required to stock and rotate merchandise on the shelves throughout the store and in the produce department following the FIFO stocking method.
- Provide great customer service.

EDUCATION

California State University of Fullerton, Fullerton, California

Business Administration, Management, May 2014

ADDITIONAL SKILLS

- Margin Minder
- Strategic account management
- Forecasting and planning
- Business development
- Critical thinking
- Team building and leadership
- Strong interpersonal skills
- A+ (in progress)