

Wyatt Henderson

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PROFESSIONAL EXPERIENCE

I have been a sales and marketing representative/manager for the past 4 years. During which, I implemented a few changes in the local branches where I represented that enhanced the efficiency of our sales forces production. To give an example, I advocated for implementing a new field management system that allowed managers to digitally assigns turf to their sales forces and have their field data be reported back onto a main server that was accessible only by the managers. This allowed for greater expansion of an individual's client base by having more organized sections to work. While I was a representative I ranked as the top sales representative for 6 months, with my monthly average production being \$2400+ in new monthly donors. When I was managing a location I organized team sizes from 4-16 people, and was known to be one of the most positive, hard working and understanding managers for the compan

WORK EXPERIENCE

Business Development Specialist

Aug 2018 - Nov 2018

Computata Systems In

London, ON/ From Home

- Prospecting new clients through cold calling.
- The task was to set up a meeting with the decision maker to discuss potential upgrades and solutions to their IT infrastructure.
- Building new client relationships to establish a long-lasting business relationship.

Outbound Small Business Consultant

Apr 2018 - Aug 2018

Bill Gosling Outsourcing

London, ON

- Cold calling small businesses for new AMEX card acquisitions.
- Specialize in small business solutions
- Building new client relationships to establish long lasting business.

Independent Contractor (Insurance Representative)

Dec 2017 -

Apr 2018

Combined Insurance

Thamesford, ON

- A&S Insurance licensed in Ontario.
- Generating personal leads.
- Assist clients with assessing their current coverage and helping them fulfill their needs.

Regional Sales Manager

Mar 2017 – Nov 2017

Relevant Direction Fundraising

London/Kitchener/Hamilton, ON

- Created independent contractor contracts and managed payroll.
- Recruited and conducted interviews.
- Trained and motivated multiple teams of door to door salespeople.

AWARDS

- **Optimist Club Ralph Mainprize Award**

2019

Team Leader/Area Manager

Mar 2016 – Mar 2017

Hamilton Tech Drive Inc (Fluent Homes)

Hamilton, ON/Halifax, NS

- Recruited and trained area managers across Ontario/Nova Scotia.
- Consistently ranked as one of the top weekly sales performers.
- Coached, mentored and motivated sales team across Canada.

Sales Representative/Team Leader/Field Manager

Oct 2014 – Mar 2016

Global Faces Direct

Hamilton/ London/ Kitchener, ON

- Consistently ranked as the top weekly sales performer for six months straight
- Assisted several offices across Ontario as a Field Manager
- Advanced quickly into a Team Leader position
- Implemented a new field management solution that enhance the sales forces efficiency.

Seasonal Cook/ Assistant Manager

Apr 2014 - Sep 2014

Red Stone Resort Golf Course

Rossland, BC

- Daily tasks consisted of prepping, cooking fresh gourmet meals + country club-style dining, washing dishes, organizing and cleaning the kitchen and storage area, taking orders, serving tables, bartending, and assist with many matters regarding the clubhouse
- Catered banquets of one to three hundred people
- Ordered and maintained stock

Seasonal Line Cook/Prep Chef

Nov 2013 – Mar 2014

Red Mountain Resort Ski Hill

Rossland, BC

- Long shifts in a fast paced and busy environment.
- Organized and stocked fridges.
- Took orders and interacted in casual conversation to keep customers calm when overcrowded.

Dishwasher/Prep Chef/Cook

Mar 2010 - Nov 2012

The Flying Steam Shovel

Rossland, BC

- Collected and cleaned all kitchenware.
- After two years was one of the part-time cooks while attending Rossland Secondary School.
- Prepared sports line prep, specializing in appetizers, steaks, salmon and curry.

Certificates

- **CannSell Ontario (Certificate of Achievement) July 2, 2019**

Education

- **Metal Fabrication at Nelson Selkirk College, BC**
 - Jan 2013 - Aug 2013
- **Rossland Secondary School, BC**

- Graduated 2013