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| **LEA BENNETT** | |
| **7901 Baymeadows Cir E Apt 448| Jacksonville FL 32256 | 313-452-0034| lea.bennett23@gmail.com** | |
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| **CAREER SUMMARY** | |
| **A compensation/sales analyst looking to join a team that promotes and encourages innovation. I am results driven, with a passion for the growth and profitability of a company through the efforts of their sales team. My background includes sales and finance with my experience being sales and compensation analysis.** | |
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| **EXPERIENCE** | |
| **ManpowerGroup**  ***Sales Support Analyst***   * **Maintained client and payment records for national sales team averaging over $200mil in annual revenue** * **Manipulated large amounts of data using Tableau in order to identify sales patterns and forecast future sales trends** * **Collaborated with Finance to identify clients that were no longer profitable. Ending these relationships resulted in a $1mil revenue increase YOY** * **Calculated compensation payments for national sales team averaging $100k quarterly** * **Leveraged Tableau in order to create repeatable, consistent reporting for national sales team. This resulted in monthly performance reviews which increased accountability.**   **Navistar**  ***Customer Support Specialist***   * **Assisted with the streamline and development process for EDI import, which improved order accuracy by 35%.** * **Maintained and updated the following monthly reports**   + **Dual Dealer Reconciliation**   + **Monthly Core Reports**   **Navistar**  ***Sales Analyst*** | May 2015 to April 2016  May 2013 to April 2015  June 2012 to June 2013 |
| * **Assisted outside sales team of 3 representatives. Responsibilities included:**   + **Analyzing prior sales numbers for larger accounts to determine areas where sales may be decreasing or increasing**   + **Compiled statistical data for various companies to better understand buying patterns** * **Helped generate business with 2nd largest transportation company in the nation which resulted in a year over year sales growth of 15%.** * **Created and distributed the following monthly reports:**   + **Results sales deck to be presented to the senior management team** |  |
| **EDUCATION AND PROFICIENCIES**  ***Columbia College Chicago***  **Bachelor of Arts, Marketing Communication**  **Proficient in: Microsoft Word, Excel, PowerPoint, Outlook, SharePoint, OneNote, EDI, Tableau, Salesforce** | Graduated May 2010 |