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SERVICE SALES REPRESENTATIVE AND TRAINER

Summary

Performance-focused Sales Representative with a history of business-to-business sales and key account management, successfully serving major to mid-sized corporations. Skilled communicator and team trainer, coaching high-performance new hires, meeting & exceeding performance goals, and driving bottom-lines.

Experience

Cintas Corporation, Allen, Texas, 6/2019 - Present (3 promotions in 3 years)

Service Sales Trainer

6/2021 - Present

- Negotiate contract renewals as high as 5 years and \$150,000
- Trained the only person to ever score a 100% on certification test
- Evaluate students' performance and issue progress reports at the end of each week
- Plan and conduct activities that provide students with opportunities to observe, question and investigate
- Select curriculum and instructional aids to increase students' understanding of core concepts

Sales Representative

7/2020 - Present

- Maintained and grew over 120 accounts in the restaurant and warehouse industries, accounting for more than \$600,000 in annual revenue
- Led location of 20 sales reps in direct sales volume (\$50,000 in catalog sales)
- Increased sales by engaging with customers to identify needs and offer new product solutions
- Winner of 2020 Q4 sales contest unveiling new products for the upcoming year
- Work closely with business owners and managers in various sectors, including restaurant, retail, healthcare, and industrial goods

Route Skipper

6/2019 - 7/2020

• Received training in sales and customer relations

Oklahoma State University | Stillwater, OK Associate's Degree in Psychology (08/2015-05/2017)