

**SUMMARY**

Results-driven **salesperson** with extensive experience **selling consumer goods** to business and various retail outlets. Proven record of increasing sales and profits while exceeding company goals. Demonstrated success in customer service relationship building, account management, negotiation and problem solving. Motivated, dynamic salesperson with ability to “think outside the box,” to increase sales.

**KEY SKILLS**

- Customer Service
- Account Management
- Problem Solving
- Marketing Skills
- Generate New Business
- Team Player
- Relationship Building
- Negotiations
- Training
- Goal Oriented
- Leadership
- Meet and Exceed Quota’s

**PROFESSIONAL EXPERIENCE**

**BRIDGFORD MARKETING COMPANY, Anaheim, CA** 2008-2009

*Marketing and Distributing Food Company*

**Sales Representative**

Sold food products to various businesses and retail outlets in Southern California

- Increased sales 10 % through personal service.
- Enhanced product distribution by 25% through relationship building.
- Maintained account base and generated new business.

**Jumbo Foods, Riverside, CA** 2005-2008

*Food Distributing Company based in Mukilteo, WA with sales territories throughout the West.*

**Account Manager**

Sold food products to various businesses and retail outlets in Southern California. Promoted to Travel Account Manager and covered sales routes in other Western States.

- Increased sales by 20% on different routes.
- Reduced product loss by 10% through careful inventory and good customer service.
- Maintained routes and increased product distribution through relationship building.

**GATE CITY BEVERAGE, San Bernardino, CA** 2004-2005

*Distributor of Miller Beer Products in Southern California.*

**Sales Representative**

Sold Miller Beer Products to business and various retail outlets in an assigned territory.

- Increased sales by 11% through customer service.
- Enhanced Miller Light sales by 15% through marketing skills.
- Increased distribution of products through relationship building.

**ANHEUSER-BUSCH SALES COMPANY**, Riverside, CA  
*Distributor of Budweiser Beer products in Southern California.*

1999-2004

**Sales Representative**

Sold Budweiser Beer products to chain stores, independent markets, business, and convenience stores.

- Earned Salesman of 1<sup>st</sup> and 3<sup>rd</sup> Quarter by increasing sales 15%.
- Received Letter of Commendation for Lowest Product Loss.
- Increased product distribution through marketing skills.

**COCA-COLA ENTERPRISES**, Rancho Cucamonga, CA  
*Distributor of Coca-Cola products in Southern California.*

1996-1999

**Account Manager**

Sold Coca-Cola products to chain stores, independent markets, mass merchandisers and various businesses.

- Established Coca-Cola as a dominant beverage in Moreno Valley through increased customer service and marketing skills.
- Increased sales by 20% through relationship skills.
- Earned membership in the Presidents Club by increasing sales beyond a million cases at our Facility.

**PROFESSIONAL DEVELOPMENT/TRAINING**

- University of Wisconsin, Madison, WI
- Sales/Marketing Training-Coca-Cola Ent.
- Busch Sales Skills-Anheuser-Busch
- Computer Classes-Corona-Norco