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| ****Natcher Danyel****Media Territory Sales Manager Rochester 471 Wolcott Road,Prattville, AL 22761 | 911-949-5800 d.natcher@salesjobsearches.com | linkedin.com/natcher-danyel-2283762 | |
| Summary I'm 35-old Media Territory Sales Manager Rochester with over 11 years of expirience in PC skills including Word, Excel and PowerPoint are essential, Mentoring/Coaching skills and Advanced Selling skills strongly desired. Certified in TEFL certificate (CELTA and equivalent ) and Must have certificate/diploma in culinary. Positive attitude with strong work ethic. ExpirienceMedia Territory Sales Manager RochesterGalassi Enterprise Group, Sebastopol, AL 2017 to Present   * Building and maintaining successful relationships in pharmacy stores and with state based groups * Make sound customer business decisions based on customer opportunity, profitability and volume resulting in profitable growth * Winning new ERP/CRM/HCM license and cloud/SaaS sales revenue in line with targets * Proven record of successfully leading in a goal-oriented, highly accountable environment * Provide excellent service to assigned accounts, create and maintain goodwill with all customers * Delivering one-to-many events, webinar�s and building campaigns and relationships to develop the sector at scale  Territory Sales Manager, HealthcareSammamish Exports, Lancaster, OH 2014 – 2017   * Maintaining an awareness of Oracle's current and future application/technology products and services * Proven track record of selling complex deals and/or SaaS/cloud solutions in Nigeria * Identify the marketing requirements necessary to meet the sales and profit goals of the region * Prepare and monitor detailed territory management report identifying market trends and penetration plans for each * Capacity to comprehend the strategic issues of selling Enterprise applications, including EPM, BI, ERP, CRM or HRM/HCM  Territory Sales Manager HvacGiaccone Sales, Des Arc, MO 2012 – 2014   * Maintain a customer database to record customer information, call activity, actions, follow-ups and results * Call on key, existing Operators to maintain and foster our beverage business and relationship * Building and leading a high performance territory sales team dedicated to providing comprehensive media solutions to businesses * Prepare itineraries, call reports and monthly business reports with sufficient detail and in a timely manner * Maintaining an awareness of Oracle's current and future application/technology products and services  Territory Sales ManagerPerkins Sales Tech, Alton, NH 2010 – 2012   * Meet and exceed profit objectives, volume quotas, and equipment & service targets for Foodservice Beverage in your geography * Make sound customer business decisions based on customer opportunity, profitability and volume resulting in profitable growth * Develop basic business plans and lead your territory�s execution of business results * Educating Pharmacists and pharmacy retail staff and representing our well known Nutritional product portfolio  Commercial Specialty Tire Territory Sales ManagerFairmont Sales, Caddo, TX 2008 – 2010   * Create a network of and generate leads through outside sources (Lenders, Contractors, Commercial Real Estate, etc) * Collectively manage the accounts competitive pricing and individually implement this strategy to your individual fleet accounts * Create and develop territory coverage plans to optimize time management and resources * Strategically sell Continental�s non tire advanced solutions to add value to our total offering  EducationDegree in Sales specialisationUniversity of Wood-Ridge, NJ 2004 – 2008 | Skills  * Mentoring/Coaching skills * Advanced Selling skills strongly desired * PC skills including Word, Excel and PowerPoint are essential * To develop knowledge, expertise and high quality of service * Some knowledge of banking products (TTS, FX, CPM) * Positive attitude with strong work ethic  ReferenceSartoris LoreneHead of Sales Galassi Enterprise Group 994-204-4062 l.sartoris@salesjobsearches.com Baldauf IonaHead of Sales Sammamish Exports 576-465-9243 i.baldauf@salesjobsearches.com |

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