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| ****Natcher Danyel****Media Territory Sales Manager Rochester471 Wolcott Road,Prattville, AL 22761 | 911-949-5800d.natcher@salesjobsearches.com | linkedin.com/natcher-danyel-2283762  |
| SummaryI'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, AL2017 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, OH2014 – 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, MO2012 – 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, NH2010 – 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, TX2008 – 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, NJ2004 – 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 SalesGalassi Enterprise Group994-204-4062l.sartoris@salesjobsearches.comBaldauf IonaHead of SalesSammamish Exports576-465-9243i.baldauf@salesjobsearches.com |

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