



Summary

I'm 38-old Commercial District Sales Manager with over 12 years of experience in Good analytical skills & exceptional problem solving skills, Strong organizational and oral and written communication skills and Strong relationship building and cross-selling skills. Certified in Must have culinary certificate and equivalent and Project Management Professional (PMP) Certification . Enthusiasm, strong work ethic and a positive attitude.

Holling Lolita

Commercial District Sales Manager

Experience

Commercial District Sales Manager Bologinnot Wholesale , New Salem, KY


2017 to Present


- Demonstrated strength in decision making, teamwork, initiative, driving the business
- Conduct weekly visits to the stores and to corporate offices, as required by the needs of the business
- May present highly technical product information through training to customers, end users and prospective new customers
- Manage team to ensure healthy weekly activity: calls, leads, demos, and converted opportunities
- Assist dealers in business and inventory management, including vehicle ordering and inventory balancing
- Developing successful sales programs for the NAPA Distribution Center local market area

District Sales Manager Heavy Duty Parts Brubach Trading Development , Holland, OH

2016 – 2017

- Assess managements' performance in all stores and provides on-going constructive feedback
- Work closely with Regional Sales Managers and Channel partners to identify, position, and sell product value
- Support the Regional Manager to develop strategies for retention, hiring and maximizing performance within your assigned district
- Demonstrated strength in decision making, teamwork, initiative, driving the business
- Manage team to ensure healthy weekly activity: calls, leads, demos, and converted opportunities

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Skills

- Strong organizational and oral and written communication skills
- Strong relationship building and cross-selling skills
- Good analytical skills & exceptional problem solving skills
- Advanced Selling skills strongly desired
- Fluent in English and German, additional languages are an advantage
- Enthusiasm, strong work ethic and a positive attitude

Reference

Kendricks Merideth

Head of Sales
Bologinnot Wholesale

 278-817-8540

 m.kendricks@salesjobsearches.com

Harten Otilia

Head of Sales
Brubach Trading Development

 669-745-9999

 o.harten@salesjobsearches.com

District Sales Manager, Passenger Car
Ferrion Enterprise , Augusta, MO

2013 – 2016

- Formulate and execute creative strategies to win complex opportunities
- Build and implement sales action plans to effectively and efficiently execute on company strategy
- Participate in clear communication with Region Sales Director and Sales leadership team
- Work closely with Regional Sales Managers and Channel partners to identify, position, and sell product value
- Demonstrated strength in decision making, teamwork, initiative, driving the business

Associate District Sales Manager
Stedman Trading , Shelbyville, IL

2011 – 2013

- Builds rapport and relationships quickly with key customers and with corporate c-suite leaders
- Assist dealers in business and inventory management, including vehicle ordering and inventory balancing
- Understand and implement field sales directives and management policies
- Assess managements' performance in all stores and provides on-going constructive feedback

District Sales Manager Event Marketing
Janousek Sales , Knoxville, IA

2007 – 2011

- District Sales Manager West – must live within western Canada (Ideal location Calgary)
- Generate plans and specifications to develop Video and Transmission systems solutions
- Assist dealers in business and inventory management, including vehicle ordering and inventory balancing
- Build and implement sales action plans to effectively and efficiently execute on company strategy

Education

Degree in Sales specialisation
University of Salisbury, PA

2003 – 2007