

# Tatge Helena

## Customer Field Representative

### Summary

I'm 32-old Customer Field Representative with over 10 years of experience in Demonstrated proficiency with sales referrals and product knowledge, Strong organization and project management skills and Travel Industry knowledge. Certified in Project Management Professional (PMP) Certification and A certificate as a Project Management Professional (PMP). Excellent team player who can build and leverage alliances.

### Expierience

#### Customer Field Representative Colcher Exports , Wampum, WV

2017 to Present

- + Active Individual Top Secret Sensitive Compartmented Information (TS/SCI) Clearance
- + Must live in the primary territory location or in a contiguous county which representative will serve
- + Maintains documentation of provider visits, provider communications (verbal and written), and any necessary follow-up activities
- + Understands and applies the project management methodology to ensure efficient on-time delivery and high-quality results
- + Assist accounts by monitoring and analyzing inventory levels and presenting courses of action
- + Communicate the value of TWC products, and manage the collaboration & support related to sales engagements

#### Field Service Representative Oh-d-a&p Mechanic Vanscyoc Trading , Old Washington, OH

2016 – 2017

- + Provide field feedback to the Marketing and Sales Department ensuring that they are kept up to date on customer and market issues
- + Coordinate with project stakeholders the scheduling and installation sequencing for the construction phase of the project
- + The FSR will be the main point of contact for any maintenance or technical questions
- + Maintain accurate and complete records in the CRM system and prepare and submit accurate and timely forecasts
- + Recommend and develop local informal training programs in support of maintenance tasks on the assigned product line(s)



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### Skills

- + Strong organization and project management skills
- + Travel Industry knowledge
- + Demonstrated proficiency with sales referrals and product knowledge
- + Advanced Selling skills strongly desired
- + Technology understanding
- + Excellent team player who can build and leverage alliances

### Reference

#### Sligar Eula

Head of Sales  
Colcher Exports

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#### Elwell Molly

Head of Sales  
Vanscyoc Trading

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## **Talent Pool Field Based Sales Representatives North West Jacksonville Enterprise , Haydenville, OH**

2015 – 2016

- + Actively prioritize technology, media and digital product offerings to all opportunities
- + Maintain accurate and complete records in the CRM system and prepare and submit accurate and timely forecasts
- + Able to translate Medium Voltage/ Electrical Distribution customer needs to commercial solutions that benefits both parties
- + Review reported operational malfunctions and assist with fault analysis and corrective actions
- + Understands and applies the project management methodology to ensure efficient on-time delivery and high-quality results

## **Sales Field Representative Cosmopolis Trading , Plainview, AR**

2012 – 2015

- + Maintains documentation of provider visits, provider communications (verbal and written), and any necessary follow-up activities
- + Ability and willingness to relocate to domestic or international locations to support needs of the business
- + Communicate with internal and external customers with tact and professionalism
- + Community College Diploma in mechanical/electrical/electronic technology or equivalent

## **Principle Field Service Representative Youngsville Sales , Alamo, CA**

2009 – 2012

- + Understands and applies the MMIS Quality Assurance practices in fulfilling all day-to-day job responsibilities
- + Provide field feedback to the Marketing and Sales Department ensuring that they are kept up to date on customer and market issues
- + Recommend and develop local informal training programs in support of maintenance tasks on the assigned product line(s)
- + Active Individual Top Secret Sensitive Compartmented Information (TS/SCI) Clearance

## **Education**

### **Degree in Sales specialisation University of Hershey, NE**

2005 – 2009

