

## Summary

I'm 35-old Media Territory Sales Manager Rochester with over 11 years of experience 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.

# Natcher Danyel

Media Territory Sales Manager Rochester

## Experience

### Media Territory Sales Manager Rochester Galassi 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, Healthcare Sammamish 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

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## 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

## Reference

### Sartoris Lorene

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Galassi Enterprise Group

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### Baldauf Iona

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Sammamish Exports

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## **Territory Sales Manager Hvac** **Giaccone 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 Manager** **Perkins 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 Manager** **Fairmont 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

## **Education**

### **Degree in Sales specialisation** **University of Wood-Ridge, NJ**

2004 – 2008