



Summary

My name is Trisha Congdon. I'm 38 years old and looking forward to take a position of National Account Regional Sales Manager Western Region in your company. I'm certified in Professional certification (RMA, CFP, CFA, FRM). With over 11 years of experience in Knowledge of market segments, customers and distribution channels and IT Skills: Microsoft Excel, Word, & Powerpoint. A team player who can work with a variety of individuals.

Congdon Trisha

National Account Regional Sales Manager Western Region

Experience

National Account Regional Sales Manager Western Region West Baroadjudoler Sales , Wasilla, IN


2017 to Present

- Manage a small metro territory to ensure tactics are delivered in an effective way
- End to end vision of customer & OEM relationship, our customers drive our business thus our focus is their success
- Managing customer negotiations in relation to RB commercial strategy and customers trading terms
- Proven record of driving sales growth and generating business across multiple US territories
- Generates reports on results and projections of results related to sales, sales activities and existing portfolio clients
- Understand the organization to ensure alignment from a legal, financial and product perspective

National Sales Manager, Parts Eptuitalized Goods , Murphys, CA

2014 – 2017

- Work with Business Unit Manager to set and achieve in-field targets including call rate and plan of action
- Work with Replacement Components Product Management team to identify product gaps and opportunities
- To support the strategy of the Key Account team by providing local sales contactand back up for National & Key Accounts
- Understand the organization to ensure alignment from a legal, financial and product perspective
- Responding to tenders (Repair and Maintenance offers, service contracts, parts and labour pricing)

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Skills

- Knowledge of market segments, customers and distribution channels
- IT Skills: Microsoft Excel, Word, & Powerpoint
- Strong collaboration and people skills
- Comprehensive knowledge of office procedures and practices
- Strategic as well as analytical thinking skills
- A team player who can work with a variety of individuals

Reference

Berner Gretta

Head of Sales
West Baroadjudoler Sales

 302-161-2648

 g.berner@salesjobsearches.com

Mooty Irma

Head of Sales
Eptuitalized Goods

 172-640-9287

 i.mooty@salesjobsearches.com

Cash Management International Sales Manager **Hoytville Trading , Pierron, IL**

2011 – 2014

- Be an active member of Immunology brand teams to ensure collaboration and delivery of brand specific campaigns
- Developing standards for bids and contracts and being responsible for finalizing contracts
- Efficiently and effectively implement plans/programs to maximize efforts penetrate new accounts
- Results-Oriented: A driver who possesses the ability to take actions and implement effective solutions in a timely manner
- Problem Solver: A creative yet pragmatic problem solver. Methodical and hands-on as well as detail-oriented

International Sales Manager **Tremble Goods , Falmouth, ME**

2010 – 2011

- Partner with Demand Planning to ensure Customer Service levels and met / exceeded
- Understand the organization to ensure alignment from a legal, financial and product perspective
- Be an active member of Immunology brand teams to ensure collaboration and delivery of brand specific campaigns
- Participating in events and fairs as well as making individual presentations of the FBT product portfolio

International Mining Sales Manager **Columbiana Goods , Carrie, KY**

2008 – 2010

- Establish productive, professional relationships with key personnel in assigned customer accounts
- Achieve / exceed all key sales measures and target for the accounts in the channel (NR, COP, NWC and trade spend)
- Discusses opportunities and BOW capabilities with clients along with sales and product sales specialists
- Internal functions at Carrier – finance, legal, product marketing, marketing, HR

Education

Degree in Sales specialisation **University of Shaftsbury, VT**

2004 – 2008