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in reimnitz-esmeralda-2058974

## Skills

- Strong leadership, negotiation, and organizational skills
- Knowledge of financial products, in particular OTC
- Demonstrable computer knowledge
- Presentation skills - Preparation and delivery of presentations
- Prior recruitment industry knowledge experience
- The ability to be positive and a good team player

## Reference

### Divenere Teisha

Head of Sales  
Longford Exports

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### Grosse Janeen

Head of Sales  
Marietta Exports

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# Reimnitz Esmeralda

## Outside Sales Account Representative

### Summary

I'm 32-old Outside Sales Account Representative with over 10 years of experience in Demonstrable computer knowledge , Strong leadership, negotiation, and organizational skills and Knowledge of financial products, in particular OTC. Certified in and . The ability to be positive and a good team player.

### Expirience

#### Outside Sales Account Representative Longford Exports , Chimayo, GA

2016 to Present

- Closes sales via the telephone with targeted customers to ensure placement of Detnsply Sirona products
- Responsible for aggressive development of new clients and growing existing business. Proactively develops new business prospects
- Places order with authorized Detnsply Sirona distributors on behalf of customers in an accurate and timely manner
- Utilize a CRM system to manage day-to-day activities and stay abreast of details that require urgent attention
- Excel in a highly competitive environment and adaptability to a rapidly evolving media landscape
- Uses Siebel software to schedule activities, record sales and document customer contacts

#### Outside Sales Membership Representative Marietta Exports , Rivesville, WV

2015 – 2016

- Conveys market intelligence and customer feedback to Managers to develop improved promotions and programs
- Utilize a CRM system to manage day-to-day activities and stay abreast of details that require urgent attention
- Maintains a close liaison and coordinates with Sharp sales and service personnel regarding customer problems
- Uses Siebel software to schedule activities, record sales and document customer contacts
- Willingness to work flexible hours including-evenings until 8pm and 4 hrs on a Saturday

**Outbound Sales Representative**  
Ruvive Wholesale , Gibson, TN

2012 – 2015

- Excel in a highly competitive environment and adaptability to a rapidly evolving media landscape
- Willing and able to interact with potential Nielsen families for several hours in their home
- Cold canvasses in assigned territory and makes sales presentation to non-subscribers and existing subscribers for upgrades
- Utilize a CRM system to manage day-to-day activities and stay abreast of details that require urgent attention
- Conveys market intelligence and customer feedback to Managers to develop improved promotions and programs

**Outreach / Sales Representative**  
Conneaut Exports , Birdsboro, PA

2011 – 2012

- Conveys market intelligence and customer feedback to Managers to develop improved promotions and programs
- Willingness to work flexible hours including-evenings until 8pm and 4 hrs on a Saturday
- Uses Siebel software to schedule activities, record sales and document customer contacts
- Develop and work a pipeline of potential customers' growth within existing base; produces accurate forecasts

**Outside Sales Representative Media Sales**  
Keilholz Goods , Harwood, MO

2009 – 2011

- Maintains a close liaison and coordinates with Sharp sales and service personnel regarding customer problems
- Closes sales via the telephone with targeted customers to ensure placement of Detnsply Sirona products
- Utilize a CRM system to manage day-to-day activities and stay abreast of details that require urgent attention
- Willing and able to interact with potential Nielsen families for several hours in their home

**Education**

**Degree in Sales specialisation**  
University of Kouts, IN

2005 – 2009