

Gamberg Agustin

Publishing Sales Representative

Summary

I'm 33-old Publishing Sales Representative with over 9 years of experience in Knowledge, Skills, Education and Experience, Parts catalog / blueprint review skill set is and Strong analytical and effective decision making skills. Certified in MBA, PMP, and equivalent certification and Agile Product Owner Certification . Strong work ethic and entrepreneurial spirit.

Expirience

Publishing Sales Representative 1st Crouslly Exports , Afton, IA

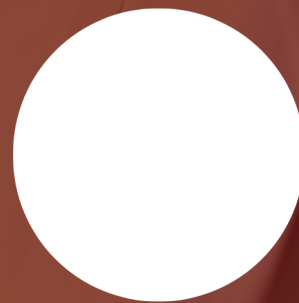
2018 to Present

- + Flexible approach – sometimes it may be necessary to work beyond normal office hours, especially at quarter end
- + Counsel dealers on process improvement methods; identify existing best/standard practice processes
- + Develops strategic plans with the partner to grow the size of the business and HP's share
- + Understand the competitive landscape and customer needs so you can effectively position Oracle ERP/EPM Cloud offerings
- + Work collaboratively with Marketing and Publishing teams and represent the “voice of the customer”
- + Provide support to stores and regional customer service teams to manage repair tickets in the after sales system

Oracle Marketing Cloud Applications Sales Representative Bennington Exports , Unadilla, GA

2015 – 2018

- + Counsel dealers on process improvement methods; identify existing best/standard practice processes
- + Focus on programs that are aligned with business strategy and ensure resources are aligned properly
- + Network with appropriate associations and organizations and attend appropriate conferences
- + Willingness to work flexible hours including-evenings until 8pm and 4 hrs on a Saturday
- + Prepare various correspondence, reports and forms related to daily activities, expenses, claims, etc



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in gamberg-agustin-4134042

Skills

- + Parts catalog / blueprint review skill set is
- + Strong analytical and effective decision making skills
- + Knowledge, Skills, Education and Experience
- + Good understanding of IT market
- + Aircraft parts terminology knowledge is
- + Strong work ethic and entrepreneurial spirit

Reference

Irizzary Arlen

Head of Sales
1st Crouslly Exports

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Carrus Merlyn

Head of Sales
Bennington Exports

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Graduate & Trainee Medical Sales Representatives **Diously Trading , Blacksville, WV**

2013 – 2015

- + Provides 24/7 operational parts AOG event support (duty rotation to occur outside standard business hours)
- + Operate in a fast paced environment, assimilating large amounts of information quickly
- + Create accurate quotes, generate orders, reference information via various systems
- + Understand the competitive landscape and customer needs so you can effectively position Oracle ERP/EPM Cloud offerings
- + Planning efforts are well thought out and result in directly influencing a strategic selling approach

International Industrial Sales Representative **Sonsor Sales , Wingate, IN**

2012 – 2013

- + Network with appropriate associations and organizations and attend appropriate conferences
- + Identify critical activities and tasks and adjust priorities to meet Client goals and objectives
- + Hold responsibility for uncovering opportunities, selling the benefits of the full catalogue of the Data Center products
- + Manage all aspects of trial and subscription usage activity to ensure the customer realizes the full value of our services

Internet Sales Representative **Gardiner Enterprise , Bluff, UT**

2010 – 2012

- + Review and analyze daily and weekly reports such as customer pricing files, and sales/gross profit margin data
- + Seek and qualify prospects in accordance with Company account stratification goals
- + Product demonstrations, customer training, and product installation responsibilities
- + Define appropriate ERP/EPM value propositions and drive implementation of sales and marketing campaigns

Education

Degree in Sales specialisation **University of Norlina, NC**

2006 – 2010

