

## Summary

My name is Larry Saeeteurn. I'm 38 years old and looking forward to take a position of Sales Director, Traditional Investment Funds in your company. I'm certified in HACCP and Lead Auditor certification . With over 11 years of experience in English language skills along with mother tongue French and Excellent phone and communication skills. Team player with the ability to influence decisions.

# Saeeteurn Larry

Sales Director, Traditional Investment Funds

## Expirience

### Sales Director, Traditional Investment Funds Pogrand Goods , Morrisville, VA

2018 to Present

- Works under the direction of the VP of Field Operations to drive and achieve sales goals by leading or advancing the sales cycle
- Hiring, motivating, coaching and managing high-performing solution sales individuals to exceed quota
- Establishes priorities with and ensures successful completion of goals for all direct reports
- Work in fast-paced, deadline-oriented, growing public company with high expectations
- Acquire target corporate clients from defined prospect market and be accountable for performance
- Responsible for establishing and maintaining relationships with leadership in selected nursing homes

### Sales Director, Security Systems Clobjessies Enterprise , Haralson, GA

2017 – 2018

- Must be articulate and personable and able to easily facilitate conversations and build new partnerships
- Works under the direction of the VP of Field Operations to drive and achieve sales goals by leading or advancing the sales cycle
- Develop talent and build a strong succession pipeline at all levels of the sales organisation
- Business development for the overall organization with an integrated commercial plan across different products and services
- Will require local area field based travel and reliable transportation is necessary

 409 Vermont Avenue,  
Wattsville, VA 53397

 904-182-8314

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 saeeteurn-larry-8002885

## Skills

- English language skills along with mother tongue French
- Excellent phone and communication skills
- Knowledge of/familiarity with Pharma/Life Sciences industry is
- Programming / scripting understanding
- Fluent in English and German, additional languages are an advantage
- Team player with the ability to influence decisions

## Reference

### Hubka Manda

Head of Sales  
Pogrand Goods

 701-155-6040

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### Spratlin Gilberto

Head of Sales  
Clobjessies Enterprise

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**Sales Director, Health Systems**  
**Clarksville Exports , Bird City, KS**

2014 – 2017

- Supervises production of hard and electronic copies, assembly, book check, packing, and delivery to customers
- Business development for the overall organization with an integrated commercial plan across different products and services
- Develop, maintain and pursue proactive sales acquisition process to increase win rates within target market
- Leverage pre-existing corporate relationships to identify and pursue qualified prospect opportunities
- Partner with FS marketing to identify strategies to accelerate profitable growth. These should include

**Sales Specialist, Indirect Tax Solutions**  
**Westmoreland Trading , Scipio Center, NY**

2011 – 2014

- Must have or be able to obtain appropriate state insurance licensure, as soon as possible, not to exceed 60 days
- Must be articulate and personable and able to easily facilitate conversations and build new partnerships
- Establish consultative business relationships with senior C-level executives
- Known as an expert and thought leader by clients looking to solve valuable business challenges

**Sales Specialist, Indirect Tax Solutions**  
**Ferriday Exports , Russellville, OH**

2008 – 2011

- Business development for the overall organization with an integrated commercial plan across different products and services
- Leading a complex sales operation in a significant sized organisation, consistently meeting or exceeding targets
- Responsible for leading sales professionals to increase revenue through share gain, new programs, cross segment selling
- Navigate, coordinate, collaborate and negotiate within complex business unit structures and product lines

**Education**

**Degree in Sales specialisation**  
**University of Elk Falls, KS**

2004 – 2008