



Twyman Yaeko

Sales Executive / Senior Sales Specialist

Summary

I'm 37-old Sales Executive / Senior Sales Specialist with over 13 years of experience in Strong telephone, presentation and written communication skills, Superior communication skills, written and oral and Demonstrated negotiation skills. Certified in High school diploma and GED certificate and . Team player and mentor junior support engineers.

Expirience

Sales Executive / Senior Sales Specialist

Wareevilits Sales , Crawfordville, TX

2016 to Present

- Advances opportunities through the use of effective consultative selling techniques
- Communicates with team manager, team members and other teams regarding problems, solutions and trends
- Multi-task - produce results reflexively while being adaptive to changing department priorities
- Identify New Product Prospects per quarter for your customer base through informal and formal research initiatives
- Must be able to develop strong relationships with buyers, divisional staff and operations
- Drive solution road maps, feature sets and solution improvements to meet customer needs

Lead Sales Specialist

Kalinger Goods & Co , Walker, MO

2014 - 2016

- Build and maintain relationships with internal (RSD) and external business partners (RVP and RD)
- Deploy resources to maximize 'face-to-face' customer calls and ensure that the Company is responsive to customer requests
- Targets all new, core, active, at risk, lost and historical contacts provided from the CRM database
- Work with independent sales representatives to maximize results through their efforts in the field
- Carry out all duties and responsibilities in compliance with applicable regulations and Pharma guidelines

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Kyle, TX 51873

📞 773-325-2572

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in twyman-yaeko-5687392

Skills

- Superior communication skills, written and oral
- Demonstrated negotiation skills
- Strong telephone, presentation and written communication skills
- Superior capital equipment selling skills
- Knowledge of policies, procedures and safety rules
- Team player and mentor junior support engineers

Reference

Mcneary Hayden

Head of Sales
Wareevilits Sales

📞 253-770-2184

✉ h.mcneary@salesjobsearches.com

Jelle Joseph

Head of Sales
Kalinger Goods & Co

📞 953-304-9266

✉ j.jelle@salesjobsearches.com

Higher Education Sales Specialist
Griffel Wholesale International , Clarksburg, MO

2012 – 2014

- Provide FANATICAL support to customers, prospects, teammates, and fellow Rackers
- Proactive customer follow up to convert probable business into confirmed business through both email and verbal communication
- Proactively engage new contacts by leveraging existing relationships and cold calling
- Directs merchandise presentation, restocking and recovery to maximize productivity
- Manage all sales responsibilities in a territory that will average 10 full states

Insurance Sales Specialist
Trivane Goods International , Lacona, IA

2009 – 2012

- Proactive customer follow up to convert probable business into confirmed business through both email and verbal communication
- Participates in strategic account planning activities with sales managers/directors and field sales team
- Is aware of the competition and the factors that differentiate them in the market
- Must be able to express a sound opinion, able to agreeably present another viewpoint

Client Technical Professional Sales Specialist
Lawnside Goods , Salamanca, NY

2006 – 2009

- Promoting a full line of NAPA/Non-NAPA products and programs to existing customers
- Conduct banker portfolio and client relationship reviews to generate new business
- Work collaboratively with other teams within BlackRock to address client needs in a cohesive way
- Successful track record of making headquarter sales calls w/ chains of 150+ stores preferred

Education

Degree in Sales specialisation
University of Drexel Hill, PA

2002 – 2006