



Summary

My name is Calista Erlanger. I'm 32 years old and looking forward to take a position of Senior Sales Associate, Equipment Finance in your company. I'm certified in . With over 9 years of experience in Knowledge of derivatives structured products and Advanced Excel, PowerPoint, and Word skill as well as basic Access. A team player, who can work in a very busy team!.

Erlanger Calista

Senior Sales Associate, Equipment Finance

Experience

Senior Sales Associate, Equipment Finance Langmyer Enterprise , Wellington, NE


2016 to Present

- Establish billing for implemented services and monitoring billing and account analysis requests
- Manage wedding accounts and small groups, from solicitation to contracting to the actual coordination of the details
- Arranging and attending meetings with potential advertisers to identify their marketing requirements
- Assisting on pricing and execution of transactions as well as enhancing the existing client relationships
- Continuously juggling and prioritizing tasks and working efficiently under pressure
- Must be able to communicate clearly and comprehend written and verbal communications

Intermediary Sales Associate Director East Ditiess Goods , Bauxite, AR

2015 – 2016

- The ability to work well on your own and also as part of a larger sales team/organization
- Extremely client focused the candidate must be able to understand and pro-actively meet client needs
- Build relationships with the sales teams in all VR markets and with various wedding coordinators and planning companies
- Manage deliveries to the routing schedule published by the transportation department
- Drives the IB people development agenda through leadership of key initiatives (recruiting, mentoring, training etc)

 327 East McConnellsburg Street,
Champion, NE 64170

 432-208-8481

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Skills

- Knowledge of derivatives structured products
- Advanced Excel, PowerPoint, and Word skill as well as basic Access
- Demonstrated strong organizational skills with attention to detail
- Familiarity with financial statements and cash flow analysis
- Excellent presentation skills and understanding of the sales process
- A team player, who can work in a very busy team!

Reference

Buckhanan Ahmad

Head of Sales
Langmyer Enterprise

 863-951-4162

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Apollo Sharyl

Head of Sales
East Ditiess Goods

 311-433-8691

 s.apollo@salesjobsearches.com

Senior Sales Associate, Hungama
Kasprzyk Sales , Catonsville, MD

2014 – 2015

- Visiting clients/prospects with the Sales Specialists and providing post meeting follow-up
- Maximise the business relationships and drive efficient and profitable certification exam testing for the region
- Drive utilization of the daVinci® system by working with surgical teams to select appropriate procedure applications
- Work with the Clinical Sales Manager to develop a strategy to drive utilization of the daVinci® Surgical System
- Enter data into the On-Line Comparison (OCS) & Fixed Income Trading System (FITS)

General Business Presales Associate
Szlowling Exports , Belchertown, MA

2013 – 2014

- Prepares products for floor presentation in accordance with merchandising standards
- Report all accidents, injuries, contraventions of the Act and unsafe conditions to the Supervisor / Manager
- Assist Sales Directors and Relationship Managers in underwriting initial loan application
- Assisting with DSR by only preparing shift reports and other reports required by management

Sales Associate / Shift Lead
Hillegas Enterprise , Eastview, KY

2010 – 2013

- Follows safety and security policies and procedures. Notifies supervision of any deviation or potential problem
- Coaching/mentoring of Hub staff to increase capability and generate higher level of advisory meetings
- Follows Direction: ability to prioritize and meet deadlines as assigned with minimal supervision
- The financial/accounting/reconciliation and cash management systems and techniques employed

Education

Degree in Sales specialisation
University of Stockton, GA

2006 – 2010