

# Kilker Alexandra

## Senior Sales Manager Services Growth

### Summary

I'm 39-old Senior Sales Manager Services Growth with over 13 years of experience in Technology understanding, Programming / scripting understanding and Good written and oral communications skills. Certified in Security+, SANS GAIC, and similar certification and MicroStrategy certifications . team player with a solution minded attitude.

### Expirience

#### Senior Sales Manager Services Growth Cusumano Sales , Holland, WI

2016 to Present

- + Identifying and developing KOL's and key stakeholders within the priority need state
- + Plan and coordinate semi-annual Area Sales Meetings. Attend and staff national or local sales meetings
- + Must have the ability to travel to multiple customers throughout the assigned territory
- + Accountable for processes and policies within channel & category (margin, pricing, marketing, logistics)
- + Ensure Sales Executives are pricing appropriately and ensuring proper profitability on all accounts
- + Due diligence in maintaining and updation of SFDC as a Sales tool for all customer interactions without exception

#### Global General Aviation Sales & Marketing Manager Gonzales Enterprise , Vossburg, MS

2013 – 2016

- + Collect dealer feedback and notes from appointments and submit dealer call sheets for each
- + Oversees team personnel activities concerning hiring, training/development and sales performance evaluation
- + Embrace and support Sales Force.com with developing a list of current and future pipeline targets
- + Closely monitor product evaluations at key accounts to maximize business potential
- + Work in conjunction with GM, Media Sales to maximize pricing, sponsor ships, promotions and inventory utilization

🏠 480 Winchester Street,  
Blair, WI 54493

📞 915-992-6326

✉ a.kilker@salesjobsearches.com

in kilker-alexandra-9531774

### Skills

- + Programming / scripting understanding
- + Good written and oral communications skills
- + Technology understanding
- + Strong relationship building and cross-selling skills
- + Strong investment and capital markets knowledge
- + Team player with a solution minded attitude

### Reference

#### Benning Robena

Head of Sales  
Cusumano Sales

📞 243-813-9131

✉ r.benning@salesjobsearches.com

#### Tippets Lenora

Head of Sales  
Gonzales Enterprise

📞 758-762-9168

✉ l.tippets@salesjobsearches.com

## **Sales Manager, International Sales** **Cunningham Trading , Lemoyne, PA**

2012 – 2013

- + Lead sales teams in obtaining and maintaining major and/or complex client accounts through senior sales expertise
- + Implementing and supporting ongoing client strategy and co-coordinating cross- sell opportunities with other parts of the Bank
- + Responsible for meeting or exceeding sales objective across all product categories
- + Proven ability in identifying and meeting customer needs through matching a broad range of products and services
- + Travel in specified territory on a regular basis, and travel to sales meetings across the country

## **Junior Sales Manager Key Account** **Scierka Enterprise Unlimited , Switchback, WV**

2009 – 2012

- + Prospect for and develop a portfolio of high potential and high value business customers
- + Proactive, self-directed, creative, strategic thinking and able to implement plan via a well thought out process
- + Co-own the local S&OP process with the Operations Manager and ensure field inputs are adequately represented
- + Support marketing activities such as sales promotion, training, market research, and execute special projects

## **Assistant Sales Manager Sydney International Airport** **West Signifted Enterprise , Excello, MO**

2006 – 2009

- + Possesses strong financial acumen, able to understand data and pinpoint opportunities
- + Responsible for assessing industry trends and impacts on future business strategy
- + Territory Planning, executing and monitoring of all measures necessary to guarantee achieving budget
- + Effectively planning, managing, and executing all client programs in your respective district

## **Education**

### **Degree in Sales specialisation** **University of Loughman, FL**

2002 – 2006

