



🏠 438 2nd Neversink Avenue,  
Hyde Park, VT 28139

📞 351-707-5095

✉ r.zlaten@salesjobsearches.com

in zlaten-rachelle-4911519

## Skills

- Deep understanding of online advertising in EMEA
- Must have the following experience, knowledge, skills and abilities
- Sound knowledge of Truck, Bus, Coach and Trailer Parts
- Good level of English language knowledge
- Demonstrates empathy and understanding
- Personal initiative and strong personal work ethic

## Reference

### Kasdon Simona

Head of Sales  
Buehout Goods

📞 965-966-3002

✉ s.kasdon@salesjobsearches.com

### Catignani Waylon

Head of Sales  
Colbenson Goods

📞 598-394-7120

✉ w.catignani@salesjobsearches.com

# Zlaten Rachelle

## VP, Regional Sales Executive

### Summary

My name is Rachelle Zlaten. I'm 36 years old and looking forward to take a position of VP, Regional Sales Executive in your company. I'm certified in ITIL foundation certificate and equivalent knowledge. With over 11 years of experience in Deep understanding of online advertising in EMEA and Must have the following experience, knowledge, skills and abilities. Personal initiative and strong personal work ethic.

### Expirience

#### VP, Regional Sales Executive

Buehout Goods , Provo, VT

2018 to Present

- Clearly communicate and “translate the message” to your team demonstrating Splunk’s leadership principles
- Develop and nurture relationships with internal and external customers
- Results matter. You’re comfortable handling data and information and can quickly create slides that tell your story
- Develop and manage a pipeline of new business opportunities to support growth objectives
- Ensure your organization is managing and tracking customer facing activity in a manner consistent with the rest of the company
- Protect assets from unauthorized access, disclosure, modification, destruction or interference

#### Senior VP Wealth Sales Manager Private Client Services

Colbenson Goods , Hogeland, MT

2015 – 2018

- Define performance metrics for evaluating the utilization, activity, SLAs and contribution of the SE team
- Support Management in performing sales training to specified office talent as directed
- Motivate and lead your team strategically and tactically to meet leadership objectives
- Hold close contact with the Chinese airline market including daily contact with airlines, telecom providers and regulators
- Strong professional network and followership with proven ability to recruit top talent

**SVP of Sales Development & Studios**  
Grantsdale Wholesale , Columbus City, IA

2012 – 2015

- Required to travel approximately 50% of the time, providing regular visits to major customers and trade shows
- Results matter. You're comfortable handling data and information and can quickly create slides that tell your story
- Anticipate changes in the marketplace and modify strategies to accommodate changes and excel in the market
- Demonstrated ability to lead people and achieve results through others and to cultivate high performance teams
- Oversees the performance and results of diverse teams, disciplines, or departments

**Small Business VP of Sales & Account Management**  
Alexandria Exports , Pickrell, NE

2011 – 2012

- Intellectual curiosity to constantly evaluate the business and figure how to breakout vs. the competition
- Extensive air travel -primarily domestic - is required, and at times may include evenings and weekends
- Motivates, develops, recruits and retains employees while rewarding and cultivating a culture of high performing teams
- Highly organized and detail-oriented, with the ability to keep multiple projects and client engagements active at once

**VP of Sales, Marketing & Business Development**  
Schrantz Exports LLC , Mantua, NJ

2008 – 2011

- Act as a liaison in the resolution of any client issues involving other Supplemental Health Care (SHC) divisions and departments
- Develop partnership strategies in China and drive the execution of these strategies
- Executes the organizational strategy set by top management, clarifying expectations for team members
- The ability and flexibility to handle multiple projects simultaneously in a fast-paced environment

**Education**

**Degree in Sales specialisation**  
University of Genoa, AR

2004 – 2008