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# AGGREGATE SALES RESUME

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## Objective:

Seeking an Aggregate Sales Representative position in a company where my skills and knowledge can be used and enhanced to the fullest.

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## Summary of Skills:

- Huge experience in selling building products
  - Profound knowledge of aggregate customers in various industries
  - Exceptional knowledge of product applications and specifications
  - Strong ability to establish price structure and market analysis
  - Excellent verbal and written communication skills
  - Strong ability to work effectively in a team environment
  - Proficient with Word, Excel and Outlook
  - Strong negotiating, analytical and organization skills
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## Work Experience:

Aggregate Sales Representative  
HighPoint Solutions, Inc., Attalla, AL  
August 2005 to till date

- Developed new business opportunities with possible clients.
- Carried out additional business with current customers.
- Administered sales leads, business prospective and activities and quota details.
- Achieved monthly and yearly quota requirements.

Aggregate Sales Representative  
Holtmeier Construction, Inc., Attalla, AL  
May 2000 to July 2005

- Stayed current on base of entire product line.
  - Prepared mounting new business ideas and marketing products to accomplish sales targets.
  - Established long term associations with customer base.
  - Presented accurate value quotes to customers apropos.
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## Education:

Bachelor's Degree in Business Management  
Ferris State University, Michigan, MI

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