
Field Sales Representative Resume

Job Objective

To secure a position as Field Sales Representative with established firm in which I can continue to grow and excel in this field for the good of the company.

Highlights of Qualifications:

- Extensive experience in territory sales and educational publishing
 - Immense capability to showcase digital products
 - Superior presentation and communication skills
 - Proven track record of success achieving all sales objectives
 - Ability to increase sale, penetration, and margins to existing and new customers
 - Ability to clearly and effectively communicate in writing and with others
 - Ability to create and execute complex sales solutions
 - Excellent prospecting and cold calling skills
 - Highly self motivated
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Professional Experience:

Field Sales Representative
Key Energy Services, Sarcoxie MO
November 2006 – Present

- Assisted MHHE Editorial and Marketing departments to innovate new sales tools.
- Handled the sales of higher education textbooks and digital products.
- Nurtured strong relationships with professors, faculty and supervisors.
- Outlined sales presentations to small and large groups and assisted Regional Sales Manager.
- Documented sales activity on a daily basis.

Field Sales Representative
Sears Holdings Corp, Sarcoxie MO
February 2001 – October 2006

- Managed sales materials and formulated paperwork.
 - Nurtured current client and potential client relationships.
 - Maintained account services and handled client concerns.
 - Corresponded with the company staff with regard to sales.
 - Executed special sales practices to reduce stock.
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Education:

Bachelor's Degree in Business
Benedict College, Columbia, SC

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