
International Sales Representative Resume

Job Objective

Qualified International Sales Representative seeking a position with growing firm in which to utilize my skills and expand my knowledge.

Highlights of Qualifications:

- Remarkable experience in acquiring new accounts internationally
 - Extensive experience in representing a company in foreign tradeshows and hands on sales and marketing experience
 - Working knowledge of insurance industry, public relations and corporate working
 - Steep knowledge of global business and economic trends with sound communication skills
 - Superior market research skills and amazing ability to work autonomously
 - Ability to identify customer changes in trends and related risks
 - Ability to up-sell and cross Sell on every in-bound and outbound call
 - Ability to verify customer and sales information and entering all the require notes
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Professional Experience:

International Sales Representative
Xantrex Technology Inc., Sacramento CA
November 2006 – Present

- Maintained existing accounts and acquired fresh outlets for products in the International market.
- Advanced specifications and products suiting international markets.
- Reviewed business performance, innovated budgets and forecasts.
- Formulated weekly sales updates and promoted advertorial spaces.
- Carried out market research.

International Sales Representative
Power Test, Inc., Sacramento CA
February 2001 – October 2006

- Headed strategizing sessions and presentations with team members.
 - Marketed company products to current clients and prospects.
 - Formulated action plans and schedules and coordinated with referrals and sales prospects.
 - Outlined presentations, proposals and sales contracts as well as managed sales materials.
 - Nurtured present client and potential client relationships.
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Education:

Bachelor's Degree Marketing
Marine Corps University, Quantico, VA

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