
Outside Sales Electrical Distributor Resume

Job Objective

To secure the position of Outside Sales Electrical Distributor in a reputable company that will allow me to utilize acquired skills and experience.

Highlights of Qualifications:

- Substantial experience of promotion, sales, and distribution of electrical products to outside clients
 - Extensive knowledge of outside sales and credit issuance procedures
 - Commendable knowledge of customer relationship building and client service practices
 - Familiarity with all electrical products of the company
 - Ability to operate time management system and make sales calls to customers
 - Ability to collect and provide timely customer and vendor feedback to the management
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Professional Experience:

Outside Sales Electrical Distributor
Graybar Electric, Kalamazoo, MI
August 2012 – Present

Responsibilities:

- Performed and interpreted product-based market research, efficiently.
- Identified business prospects and obtained new sales opportunities.
- Developed and executed various outside sales and business development activities.
- Promoted and sold a variety of company products and services to clients.
- Processed all customer orders and ensured correct data entry in Sales Register.
- Established and maintained strong professional relationships sales team, vendors, and outside clients.

Outside Sales Electrical Distributor
Border States Electric, Kalamazoo, MI
May 2009 – July 2012

Responsibilities:

- Researched and reported information on local competition and market trends.
 - compliance with Carry out sales and merchandise programs as directed and recommend
 - Wrote purchase order, created credit memos, and updated sales register, accurately.
 - Prepared and maintained correct records and reports related to client transactions and product sales.
 - Responded to and resolved all client complaints, in an effective and timely manner.
 - Attended trade shows and participated in sales team meetings.
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Education:

Bachelor's Degree in Sales and Marketing
Everest College, Salt Lake City, UT

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