Export Sales Manager

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Objective

To make a significant contribution towards increasing the profitability of a corporation by utilizing and honing my abilities in sales, customer service marketing leading to an ever increasing role.

Skills

MS Office, Windows 8.

Work Experience

Export Sales Manager

ABC Corporation - August 2011 – April 2014

- Provided excellent communications using phone, email, fax, Skype, mail, courier.
- Coordinated/Liaised with warehouse, accounting and logistics personnel as well as vendors.
- Traveled for sales visits, seminars, trade shows as required.
- Created reports on associated activities.
- Actively worked on increasing sales to existing customer base and finding new leads/prospects.
- Created and provided sales forecasts for assigned accounts.
- Learned about products, applications and services to enhance company value to the customer.

Export Sales Manager

Delta Corporation - 2010 – 2011

- Developing and organizing a poultry project in conjunction with the Navajo Indian Reservation.
- Duties with this project included Sales Projections, Revenue and Cost Analysis, devising a Business Plan of action, cold calling potential .
- Project is a 145 million table egg production facility The value of this project is estimated at 10.8 million dollars.
- Project is currently in the final stages of financing and the ground breaking is scheduled tentatively for March 23, 2004.
- Accomplished top Sales 1989 and 1990 of Computer Mainboards (US$3.5 & US$2.5 million), Voted Most improved employee set-up Holland sales.
- Negotiated and secured new business with an elusive wholesaler in New Caledonia Created customized label and product packaging to conform.
- Handling sales for over 300 freight forwarders nationwide, accounts receivable and payable, TSA and FAA cargo compliance, overlook at JFK and IAD.

Education

Bachelor's

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