



# CHARLOTTE HARRIS

## Field Consultant

✉ support@qwikresume.com ☎ (123) 456 7899 📍 Los Angeles

🌐 www.qwikresume.com

## SKILLS

Data Analysis Tools



10

Virtual Collaboration Platforms



7

Decision Making



8

Analytical Thinking



8

Industry Knowledge



8

Training And Development



10

## INTERESTS

★ Surfing

🌐 Martial Arts

👥 Community Service

📝 Blogging

## STRENGTHS

🕒 Patience

🏔️ Perseverance

📅 Planning

⚙️ Positivity

## LANGUAGES



English



Russian



Dutch

## ACHIEVEMENTS

★ Increased client retention by 30% through tailored consulting strategies.

★ Achieved 25% sales growth in new markets within the first year.

## PROFESSIONAL SUMMARY

Innovative Field Consultant with 7 years of extensive experience in optimizing client operations and enhancing strategic initiatives. Proficient in analyzing market dynamics and implementing tailored solutions to drive sustainable growth. Passionate about establishing strong client relationships and delivering exceptional results that align with organizational goals.

## WORK EXPERIENCE

### Field Consultant

📅 Apr / 2021-Ongoing

WidgetWorks Inc.

📍 Denver, CO

1. Collaborated with individual stores to optimize payroll accounting, enhance food safety, and train employees on sales promotions weekly.
2. Served as the primary contact for product inquiries, fostering strong relationships with vendors across various sectors.
3. Facilitated the establishment of new vendor partnerships while strengthening existing ones.
4. Restructured product placements for Red Bull and Monster Energy to boost visibility and sales.
5. Negotiated and renewed vendor contracts, improving store layouts to enhance vendor relationships.
6. Organized hiring fairs aimed at attracting management-level candidates, streamlining the recruitment process.
7. Coordinated with Franchisees to align interview questions and scheduling for efficient hiring.

### Field Consultant

📅 Apr / 2018-Apr / 2021

Summit Peak Industries

📍 Denver, CO

1. Managed the opening of new accounts while maintaining relationships with existing clients across California, Nevada, Idaho, Oregon, and Washington.
2. Served a diverse customer base including Food Service, Wholesale, and Retail sectors.
3. Conducted 50% travel to engage clients and assess market needs.
4. Developed and implemented marketing strategies to enhance brand visibility and outreach.
5. Successfully penetrated new markets, achieving consistent annual sales growth.
6. Analyzed customer sales data to ensure business performance was on an upward trend.

## EDUCATION

### Bachelor of Business Administration

📅 Apr / 2015-Apr / 2018

University of California

📍 Santa Monica, CA

Focused on Business Strategy and Client Relations.