

Objective

Obtain a Field Sales Supervisor position in an organization with long term opportunity. Prefer to utilize my education and experience in the Business to Business Sales sector; however open to obtain an entry level position with growth potential.

Skills

Communication Experience, Microsoft Word, Excel And PowerPoint, Customer Service 5+ Years.

Work Experience

Field Sales Supervisor

TruGreen Lawn Services - 2019 – 2022

- Obtained sales through leads, cold calls, and outside sales.
- Trained New Employees.
- Ran weekly budget numbers and employee tracking systems.
- Coached and rolled play with employee on opening and closing for sales.
- Managed customer Retention and maintain customer satisfaction.
- Maintained customer and employee documents.
- Trained for Sales Manager position.

Field Sales Supervisor

Delta Corporation - 2010 – 2015

- Time management Monitored sales staff Excellent communicator Managed high stress situations Mentored two new sales representatives that were promoted.
- Responsible for supporting the VP of Corporate Strategy & Support, as well as supervising seven (7) Field Sales Assistants including Primary support .
- and Las Vegas, NV Maintained weekly sales numbers at and above expectations through phone and neighborhood leads Trained new employees on sales.
- Training new employees on how to sell door to door, and overcoming any objections Building routes for the entire sales force, and deciding what .
- Reviewing the daily actions, of each individual sales person, and advising what certain changes to make to achieve better daily results.
- Doing nightly reports on the computer, and sending out the day results to upper management via email.
- Outside/Inside Sales trainer.

Education

Sales