



HENRY WALKER

Independent Distributor

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PROFESSIONAL SUMMARY

Resourceful Independent Distributor with 5 years of experience in driving sales and developing client relationships. Proven track record of optimizing distribution strategies to enhance market presence. Committed to delivering exceptional customer service and leveraging strong negotiation skills to achieve business goals.

WORK EXPERIENCE

Independent Distributor 📅 Mar / 2021-Ongoing
Maple Leaf Consulting 📍 Toronto, ON

- 1. Sold and merchandised products across various retail channels, enhancing visibility and sales.
- 2. Collaborated with store management to design and execute monthly sales promotions.
- 3. Delivered exceptional customer service, resolving issues and improving store relationships.
- 4. Managed warehouse operations and conducted weekly inventory assessments for optimal stock levels.
- 5. Developed new accounts in homebuilding and retail sectors, expanding market reach.
- 6. Maintained and nurtured relationships with existing clients to ensure ongoing satisfaction.
- 7. Led a team of sales professionals, fostering independence and enhancing sales effectiveness.

Independent Distributor 📅 Mar / 2020-Mar / 2021
Silver Lake Enterprises 📍 Seattle, WA

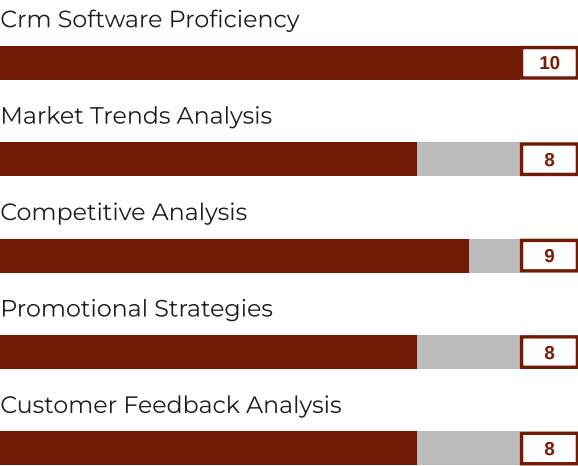
- 1. Participated in daily team meetings to strategize and prepare for product demonstrations.
- 2. Conducted approximately 3 product demonstrations daily, adhering to a structured sales process.
- 3. Completed sales paperwork and provided thorough product training to customers post-sale.
- 4. Maintained a positive attitude, significantly impacting team morale and performance.

EDUCATION

Bachelor of Business Administration 📅 Mar / 2019-Mar / 2020
University of Commerce 📍 Toronto, ON

Focused on marketing and sales strategies applicable to distribution.

SKILLS



INTERESTS

- 🔧 Woodworking
- 🌟 Theatre
- 🔭 Star Gazing
- 🏠 Architecture

STRENGTHS



LANGUAGES



ACHIEVEMENTS

- 🌟 Increased sales by 30% through effective merchandising and promotions.
- 🌟 Established and maintained relationships with over 50 retail accounts.