



JACKSON TURNER

Executive Quote Specialist

✉ support@qwikresume.com

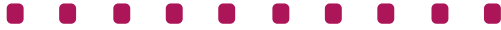
☎ (123) 456 7899

📍 Los Angeles

🌐 www.qwikresume.com

SKILLS

Data Entry



Market Trends



Documentation Skills



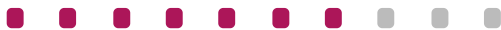
Workflow Optimization



Cross-functional Teamwork



Pricing Strategy



INTERESTS

📖 Birdwatching 🏠 Traveling

🏆 Sports Coaching 🧶 Knitting

STRENGTHS

🔧 Pragmatism

🍃 Sensitivity

💖 Sincerity

⚓ Stability

LANGUAGES



English



Swahili



German

ACHIEVEMENTS

★ Achieved a 20% reduction in quote turnaround time through process optimization.

★ Increased customer satisfaction ratings by 15% by implementing tailored quoting strategies.

PROFESSIONAL SUMMARY

Seasoned Executive Quote Specialist with a decade of experience in driving quoting accuracy and optimizing pricing strategies. Expertise in analyzing complex customer requirements to deliver tailored solutions that enhance client satisfaction. Proven ability to collaborate with cross-functional teams to streamline quoting processes and support revenue growth initiatives.

WORK EXPERIENCE

Executive Quote Specialist

📅 Apr / 2019-Ongoing

Maple Leaf Consulting

📍 Toronto, ON

1. Proactively supported Sales Directors by optimizing the costing and quoting process.
2. Collaborated effectively with sales teams to ensure accurate and timely quote delivery.
3. Utilized quoting software and Excel to enhance data accuracy and reporting.
4. Engaged in continuous improvement initiatives for quoting processes.
5. Maintained open communication with clients to align expectations and deliver solutions.
6. Traveled as needed for face-to-face interactions with key customers.
7. Analyzed customer requirements to propose competitive pricing alternatives.

Quote Specialist

📅 Apr / 2015-Apr / 2019

Summit Peak Industries

📍 Denver, CO

1. Leveraged advanced quoting software such as Supplywin and Quote FX to generate precise quotes.
2. Analyzed customer documentation and structured BOMs for accurate Oracle uploads.
3. Evaluated sales data to prepare formal quotes, ensuring alignment with customer needs.
4. Focused on material quoting, enhancing the accuracy of parts pricing.
5. Performed BOM comparisons and data manipulation to streamline quoting accuracy.
6. Addressed client inquiries and provided detailed quotes based on product design.

EDUCATION

Bachelor of Science in Business Administration

📅 Apr / 2012 - Apr / 2015

University of California

📍 Denver, CO

Focused on business operations and strategic management.