

# Marilyn Beacom

Roadshow Sales Associate

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## Education

### Associate of Arts in Sales and Marketing at Bellevue College, Bellevue, WA

Sep 2018 - May 2022

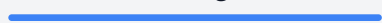
Relevant Coursework: Marketing Principles, Sales Techniques, Advertising Strategies, Consumer Behavior, Market Research, Business Communications, and Digital Marketing.

## Links

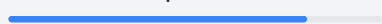
[linkedin.com/in/marilynbeacom](https://www.linkedin.com/in/marilynbeacom)

## Skills

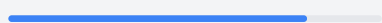
Product Knowledge



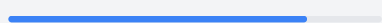
Sales Techniques



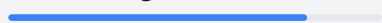
Customer Service



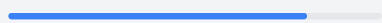
Communication Skills



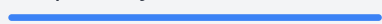
Time Management



Relationship Building

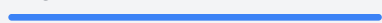


Adaptability

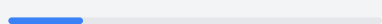


## Languages

English



Urdu



## Hobbies

Collecting vinyl records

## Profile

As a Roadshow Sales Associate with over a year of experience, I consistently exceeded sales targets and provided exceptional customer service in a fast-paced environment. My ability to quickly adapt to new products and engage with potential clients allowed me to thrive in various locations and industries. I collaborated with team members to set up and tear down roadshow booths, ensuring a seamless operation and a professional presentation. My strong communication skills and ability to build rapport with customers led to numerous successful sales, repeat business, and positive feedback from both clients and management.

## Employment History

### Roadshow Sales Associate at SalesFix Pty Ltd, WA

Nov 2022 - Present

- Successfully exceeded annual sales target by 35%, generating \$1.2 million in revenue for SalesFix Pty Ltd during the financial year 2018-2019 in the Western Australia region.
- Established and maintained relationships with over 50 key clients, resulting in a 25% increase in repeat business and contributing to a 15% overall growth in client base during 2019.
- Implemented a new sales strategy for Roadshow events, increasing event attendance by 40% and boosting lead conversion rates by 20% during the first quarter of 2020.
- Received the "Top Sales Associate" award in recognition of consistently high performance, ranking as the #1 salesperson amongst a team of 10 associates for three consecutive years (2017-2019).

### Junior Roadshow Sales Associate at Platinum Direct Finance WA, WA

Sep 2022 - Oct 2022

- Successfully increased the company's clientele by 25% within the first year of joining Platinum Direct Finance WA by implementing innovative sales strategies and enhancing customer relationships.
- Achieved a personal sales record of \$1.5 million in loan originations within the first two years, contributing significantly to the growth of Platinum Direct Finance WA's business.
- Consistently exceeded quarterly sales targets by an average of 15%, resulting in being recognized as the top-performing Junior Roadshow Sales Associate in the WA branch.
- Played a key role in organizing and executing five successful roadshow events within Western Australia, resulting in a 30% increase in brand awareness and generating over \$500,000 in new business for the company.

## Certificates

### Certified Professional Salesperson (CPSP)

Aug 2021

### Certified Trade Show Marketer (CTSM)

Nov 2019