

TAMBI MATOUSEK

Sales Specialist

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(428) 681-3779

123 Maple Street, Burlington, VT 05401



PROFILE

Sales Specialist with 1 year of experience in driving revenue growth, building strong customer relationships, and effectively presenting product offerings. Demonstrated ability to identify new opportunities, adapt to market trends, and deliver exceptional service. Committed to contributing to team success and expanding sales proficiency.

LINKS

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

SKILLS

CRM proficiency

Cold-calling

Negotiation

Networking

Product knowledge

Presentation

Closing deals

LANGUAGES

English

French

HOBBIES

Photography

Gardening

Cooking

EMPLOYMENT HISTORY

● Sales Specialist at Coca-Cola Beverages Northeast, VT

May 2023 - Present

- Achieved 120% of sales target in 2019, generating \$1.2 million in revenue through effective territory management and strong relationships with key accounts in the Northeast region.
- Implemented a new sales strategy that increased customer retention by 15% and contributed to a 10% growth in overall market share for Coca-Cola Beverages Northeast in Vermont.
- Successfully negotiated and secured a long-term contract with a major retail chain, resulting in an additional \$500,000 in annual revenue and a 5% increase in regional sales volume.
- Led a cross-functional team to develop and launch a targeted marketing campaign that boosted product visibility and drove a 25% increase in sales of a new beverage line within the first three months of its introduction.

● Associate Sales Specialist at Fastenal, VT

Sep 2022 - Apr 2023

- Achieved 120% of annual sales target by consistently identifying new business opportunities and maintaining strong relationships with existing clients, resulting in a revenue increase of \$500,000 for Fastenal, VT.
- Successfully onboarded and trained 10 new team members within six months, enhancing the overall efficiency and performance of the sales team, which led to an increase in team productivity by 25%.
- Implemented a new CRM system that streamlined sales processes and improved lead tracking, contributing to a 20% reduction in time spent on administrative tasks and a 15% increase in the number of leads converted into sales.
- Developed and executed a strategic sales plan for a key account, leading to a 30% increase in annual sales for that account and securing a contract renewal worth \$1.2 million over two years.

EDUCATION

Bachelor of Business Administration in Sales and Marketing at University of Vermont, Burlington, VT

Aug 2018 - May 2022

Relevant Coursework: Marketing Management, Sales Strategies, Consumer Behavior, Market Research, Digital Marketing, Advertising and Promotion, Brand Management, Product Development, Business Analytics, and Strategic Management.

CERTIFICATES

Certified Professional Sales Person (CPSP)