

Charlotte Kadlubowski

Salesperson

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☎ (137) 365-0850

📍 123 Main St, Fargo, ND 58103

EDUCATION

Associate of Applied Science in Sales and Marketing at North Dakota State College of Science, Wahpeton, ND

Aug 2018 - May 2022

Relevant Coursework: Consumer Behavior, Marketing Research, Sales Techniques, Advertising and Promotion, Social Media Marketing, Retail Management, Product Development, and Business Communication.

LINKS

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

SKILLS

CRM proficiency

Cold-calling

Negotiation

Networking

Social selling

Salesforce mastery

Lead generation

LANGUAGES

English

Urdu

HOBBIES

PROFILE

Results-driven Salesperson with 1 year of experience in building and maintaining strong client relationships, developing tailored sales strategies, and meeting revenue targets. Demonstrates exceptional communication, negotiation, and problem-solving skills, along with a solid understanding of client needs and market trends. Highly motivated, goal-oriented, and committed to consistently delivering top sales performance.

EMPLOYMENT HISTORY

● Sales Manager at North Dakota Sales Solutions, ND

Feb 2023 - Present

- Successfully increased overall company sales revenue by 35% in one year, resulting in a total annual revenue of \$1.5 million for North Dakota Sales Solutions.
- Developed and implemented a new sales strategy that led to a 25% increase in customer retention rate, growing the client base from 100 to 125 long-term customers in just six months.
- Trained and mentored a high-performing sales team of 10 members, who collectively exceeded their quarterly sales targets by an average of 15% over the course of a year, contributing significantly to the company's overall growth.

● Sales Associate at Red River Sales Associates, ND

Aug 2022 - Dec 2022

- Increased annual sales revenue by 25% in 2019, generating over \$1.2 million in additional profits for Red River Sales Associates, ND.
- Successfully onboarded and trained a team of 5 new sales associates, resulting in a 30% increase in overall productivity and contributing to the company's growth in 2020.
- Developed and implemented a new customer relationship management strategy, which led to a 20% increase in repeat customers and a 15% increase in customer satisfaction ratings in 2018.
- Consistently exceeded personal sales targets by an average of 10% each quarter, contributing to the company being recognized as the top-performing sales branch in the region in 2019.

CERTIFICATES

Certified Professional Salesperson (CPS)

Mar 2022

Certified Inside Sales Professional (CISP)

Jun 2020

MEMBERSHIPS

National Association of Sales Professionals (NASP)

Sales & Marketing Executives International (SMEI)