

susan hill

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Overview

- I am a skilled and professional sales associate. Excel at presentations and one and one formats for account executives.
- Mature and focused, poise that comes from experience at high level business transactions, University of New York graduate in Fine Arts. Skilled in digital art and formatting advertising.

Key Words
sales we customer business one representatives benz anything skilled age high
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Objective

- Seeking a position that will want a long term relationship. I am willing to relocate. Looking for a forward trending and growing company, that desires high quality individuals. Interaction with people is a must, responsibility and self direction is key.

Employment History

1/2002 to 9/2012 **Benz Propane and Construction Inc.** Tehachapi California

Sales Manager

- In the nine years I was with the company, we saw sales growth of 45%. Maintained the customer base, engineered the advertising campaign at the initial phases of each new program.
 - CEO of Benz Sanitation was my direct supervisor. Paul Benz Sr
 - Set up opportunities in the community for education related to our product and to enhance customer satisfaction. Had booths set up at the farmers market, summer faire, and mountain festival. We sponsored a booth at the yearly Taste of Tehachapi, a wine and restaurant sampling event.
- Interviewed and hired all assistant sales personnel for the company. We had three sales representatives for the outlying areas. Rosamond, Ridgecrest, and Trona.

Fall 1996 to Spring 2002 **Briar Rose LLC** Bakersfield, California

Owner Proprietor

- I started a home based business with a market in the new age arena. It was a catalog that had jewelry, candles, books, etc. It was at the time the internet was just taking off. I personally would visit the stores and the buyers selling the products. It was a wonderful experience, learned a huge amount, and made a good living. My customer base was central and southern california. At present I consult for those businesses on stock and pricing. My college age daughters helped as sales representatives also.

Education

2008 **University of New York Albany** Exampleville, MD

Bachelors of Science with a focus in Editing Resumes

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