

## Objective

To find long term employment in Missoula which utilizes my skills.  
And is both challenging and rewarding.

## Qualifications

- ◆ Negotiated individual sales from \$3.00 to 70,000.00 per sale.
- ◆ consistently met and exceeded all sales quotas.
- ◆ Increased sales through customer relations, referrals.
- ◆ Developed new territory obtaining new accounts in excess of 50,000. Annually.
- ◆ Interviewed, hired, trained, sales and telemarketing staff.
- ◆ Extensive hours of training, research, in sales and marketing techniques.
- ◆ Managed accounts, light record keeping, deposits.
- ◆ Wrote out, processed loan applications, deliberated with bank executives loan Officers, mortgage, credit, companies including hi risk loans.
- ◆ familiar with D.O.T. regulation.

## Summary of skills

- ⊕ 11 year's out/side-in/side sales. /Public, business relations, Public speaking.
- ⊕ Bank dep. Money handling. Cash register.
- ⊕ Finance loan apps. Loan processing. Product service demonstration.
- ⊕ 2 years management. Interviewing, hiring, training, supervising, pricing cost control.
- ⊕ Computers, ms word, word perfect, net scape, Norton command+.
- ⊕ Ups, postal FedEx, procedures.
- ⊕ Self motivated, reliable, take direction, work well with others.
- ⊕ 3 years CDL truck driving, doubles, HAZMAT, mostly refer truck food hauling.