

CHRISTINE COSNER

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Driven, dynamic sales professional with over 12 years of experience in a fast-paced, competitive sales environment. Excelling in customer retention, increasing profit margin, sales negotiation, and relationship building. Strengths include polished communication, creative vision, maintaining repeat business, excellent customer service skills and the ability to work independently or with a team.

EXPERIENCE

NOVEMBER 2009 - PRESENT

SENIOR ACCOUNT MANAGER, PRINTGLOBE LLC

Senior level account management for leading online promotional products & commercial printing company.

Management of accounts through sales lifecycle from concept to closure

Lead development, sales negotiation, client vendor relations, order processing/payment, delivery, problem resolution and follow up.

Expanding and deepening new customer relationships

Creating virtual mockups and product presentations for key accounts

Exceeding ever-increasing sales goals and quotas

Possessing vast knowledge and expertise of the promotional products industry (ad specialty)

Achievements:

No 1 in company for ROI in Customer Retention

Winner of PPAI Superhero/Customer Service Person of the year Award

Achieved Sales Profit Margin Bonus

Received yearly Sales Excellence Award for Exceeding Quota

JANUARY 1994 – 2008

SALES REPRESENTATIVE, PAK SOFT INC.

CD Rom/DVD Duplication and packaging

Cold calls, field visits to existing and potential accounts

Drive 1M sales through extensive knowledge of products/services

Build strong relationships through establishing presence with consistent call frequency, follow up, and new product introduction

Generate leads, open doors and position company abilities in front of proper market

Act as go-to resource for all support related issues, resolving account problems, disputes, errors and discrepancies



EDUCATION



LIBERAL ARTS, CENTRAL MICHIGAN UNIVERSITY

SKILLS

- CRM software
- Microsoft Office/Suite