

CRYSTAL CARMAN RODRIGUEZ

2864 Joshua Tree St Ontario, CA. 91761
909-240-9022 • cmcarman22@gmail.com

WORK EXPERIENCE

2/18- 5/20

HIT Promotional Products, Account Executive

- Managed and expanded sales relationships with individual customers within National key accounts.
- Managed relationships as the inside/outside sales representative for designated Distributor accounts.
- Developed customer relationships through regular customer contact over the telephone/email and targeted in-person meetings to drive sales.
- Run daily sales reports, customer calls and performance reports.
- Traveled to various tradeshow, customer locations, meetings or on-site events as needed.
- Provided direction and support to all internal departments that support the account – Special Order, Program Management, Merchandising, and Customer Service – to ensure client needs are met.
- Drive sales by building a close relationship with Key Accounts and providing excellent customer service.
- Ability to meet sales quotas consistently and exceed monthly sales quotas
- Provide Large quantity and dollar amount quotes to distributors.
- Follows up on quotes provided daily and manage leads through Pipedrive.
- Works closely with outside multi-line reps on special projects and large quotes to drive sales.

2/17- 3/18

High Caliber Line, National Account Manager

- Manage a inside customer service team of 7.
- Run daily sales reports, customer calls and performance reports.
- Interview for customer service positions
- Perform Annual evaluations for customer service and sales team.
- Responsible for managing National Strategic accounts.
- Drive sales by building a close relationship with Key Accounts and providing excellent customer service.
- Works with urgency and takes initiative to insure all account orders are processed and shipped on time.
- Create PowerPoint and PDF Virtual's to help close projects.
- Provide Large quantity and dollar amount quotes to distributors.
- Follows up on quotes provided daily and manage leads through Pipedrive.
- Works closely with outside multi-line reps on special projects and large quotes to drive sales.
- Attends and merchandises tradeshow, tabletop presentations, end user shows and one on one meetings.
- Meeting/exceeding monthly and quarterly sales numbers for all strategic/national accounts.

Achievements- *Earning Above and Beyond Award for supporting outside sales.*

2/14- 2/17

Jack Nadel International, *Strategic Account Manager- Boston Scientific Program*

- Sales growth through strategic partnership.
- Responsible for replenishing and updating online E-store for the company.
- Processing purchase orders, artwork and project management.
- Presenting PowerPoints or PDF presentations for custom projects and events.
- Keeping track of open orders daily.
- Working through vendor stock issues, production issues and providing solutions.
- Provide tracking and invoices to customers daily
- Negotiating credits with Vendors. Attending Employee fairs, Retreats and sales meetings with Boston Scientific on behalf of Jack Nadel.

Achievements- *Earning TOP AC 2016 with an Increase of 30% in growth sales.*

8/06-2/14

Bagmasters Inc, *Sales Manager*

- Developing and executing sales strategies throughout West Coast area (CA, AZ, NV, OR and WA).
- Manage approximately 500 accounts and grow customer base through networking, referrals, cold calling and sales presentations.
- Scheduling tradeshow and events a year in advance with assigned employee's.
- Traveling monthly to tradeshow and client conferences. Setup, attended and broke down tradeshow exhibits. Follow up on all leads and sales while at trade shows and client events.
- Accountable for meeting sales quota and increasing sales within my West coast sales territory.
- Maintaining optimal client satisfaction.

Achievements- *Earned Sales Rep of the Year in 2007 and 2011. Won Employee of the month several times for record breaking increased territory sales.*

2/05-02/06

Brown and Bigelow, *Sales Assistant*

- Worked closely with outside sales reps.
- Order Entry, New customer Entry, Credit checks, Follow up with factories on orders, detailed status reports, filing, basic computer skills, Mas90, AS400 and ESP.
- Attended ASI and PPAI trade shows, searching for products for customers and Rep's.
- Proofed art layouts.
- Worked with overseas factories on importing and exporting promotional items.

1/02-2/05

Calibre International, *Inside Sales Rep*

- Customer Service, Answering Multiple Phone lines. Emailing Customers. Entering in purchase orders from start to finish.
- Experienced in ASI, PPAI MAS 90 and ASI Transact. Processed AR & AP, Invoicing Customers, Checked Credit, Gave Credit Limits and Approved orders with Experian.
- Attended state wide conferences and trade shows to meet new customers and gain clientele.

EDUCATION

Citrus College | Glendora, CA

SKILLS

SAP, PowerPoint, Pipedrive, Excel, MAS 90, Net Suite, M2M, AS400, ESP Online, Vista, Microsoft Word, Windows Media, Hit resources.

Referrals available upon request.