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# Tessa Trumble

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## SKILLS

Accomplished Results Oriented Sales and Marketing professional with twelve years of driven results in acquiring and maintain key accounts. Particularly strong interpersonal skills, ability to identify, build and manage key relationships. This is backed with training in five different sales and marketing courses and seminars.

## EXPERIENCE

### **Evans Manufacturing, California** – *Senior Account Manager*

SEPTEMBER 2016 – PRESENT

Management of top accounts in Upper Midwest Territory. Responsible for 5% growth goal each year. Travel 80% of time divided into 6 states conducting sales meetings with top accounts while prospecting for new business. Attend regional trade shows, training and national account sales meetings.

### **Northwest Spray Foam, Wisconsin** – *Sales and Marketing Manager*

DECEMBER 2014 – SEPTEMBER 2016

Responsible for attracting and conducting meetings with new prospects. Work with assigned territory while making cold calls using the telephone and walk-in prospecting. Create and implement new marketing collateral for target market. Work closely with ownership and assist with daily estimates, bidding and advertising.

### **J. Charles Crystalworks, Kentucky** – *Key Account Manager*

SEPTEMBER 2012 – DECEMBER 2014

Management and growth of top 20% of Key Accounts in assigned territory while prospecting for new potential clients. Travel 50% of time into Southern US territory composed of 12 different states conducting sales meetings, trade shows, training and events. Assisting clients with growing their business by presenting them tools and products in the awards and recognition segment. Exceeding sales quota by 22-32% year after year. Assisted Sales manager in creating and implementing sales tools and training for our sales staff and helped implement sales training of customer service team.

## **Crystal D, Minnesota** – *Territory Manager*

MARCH 2007 – SEPTEMBER 2012

Established and maintained key accounts as well as identified new potential accounts through trade shows, travel and face to face presentations. Help with the awards and recognition planning of promotional products distributors to grow revenues and exceed quota with their client base. Met and exceeded quota by 25% on average throughout 2007-2011. 40% growth 1<sup>st</sup> -3<sup>rd</sup> quarter of 2012. Created MasterMine reporting based on sales volumes, customer satisfaction, sales process and churn analysis.

## **EDUCATION**

### **New Richmond Senior High, Wisconsin** – *Diploma*

AUGUST 1996 – MAY 1999

General Studies

## **AWARDS**

Crystal D WOW Champ Passion March 2005

Crystal D WOW Champ Respect September 2006

Crystal D Value Champ of the Year 2007

PPAI Publications Rising Star Award 2014 (Industry Print Publication)

## **COURSES**

Strategic Selling – Chet Holmes International 2011

Unleash Power Within – Anthony Robbins 2011

QBQ – Question Behind the Question 2011

Gitomer Sales Camp – Jeffrey Gitomer 2010

Question Based Selling – Tom Freese 2009

Other Centered Selling and Directional Selling – Deluxe 2002

Toastmasters – 2001

## **SKILLS**

Microsoft Word, Excel, PowerPoint and Outlook

MasterMine Reporting Software

Goldmine CRM

Salesforce.com

Social Media Platforms

