

WENDYKIRSCH

2487973501 | kirschw12@yahoo.com

SUMMARY

To obtain a position that will utilize my creativity, organizational skills, computer skills, trend awareness in a team environment.

HIGHLIGHTS

- Skilled in MS Office
- Graphic skills Serif
- Excel in ASI and SAGE presentations and research
- Knowledge using and teaching Smart Books and Profit Maker order entry system
- Strong interpersonal and problem resolution skills
- Strategic account development
- Customer-oriented
- Formulating quotes
- Skilled multi-tasker

EXPERIENCE

Sales Account Manager and Independent Sales

Sales Marketing Group 2015-2019- Southfield, MI

Internal and external sales, entering orders and maintenance for web programs, confirmed all co-op program pricing, Management of vendor meetings, trade show details and vendor price negotiation. I also developed and execute a customer appreciation program sent to them on their Birthdays. While maintained my clients I also built new relationships with Gilda's Club, Capital Mortgage Funding, RainBDM, Parker Steel, Saphran and more.

Lasting Impressions 2010-2015- Southfield, MI

Internal sales, supported 10 + outside sales people and account management for owners and personal accounts. Built relationships with Comcast Spotlight, Art Van, Motor City Casino, Plaintiff Investment Funding and Aish Detroit.

Mercury Promotions and Fulfillment 2003-2010- Sterling Heights, MI Account Manager for in house accounts, Sales assistant and maintained personal clients such as Beaumont Hospital Weight Loss Center and The Criminal Defense Attorneys of Michigan. Serviced and ran web program for Five StarSolutions an internal program.

Sales Account Manager and Independent sales 1999-2003

Icon Blue: Maintained and serviced internal accounts such as J. Walter Thomson and Kelly Services. Acquired new and serviced personal client base.

Craig-Richard Inc: Maintained and serviced personal accounts such as Michigan State University Alumni, Chicago Beef Co. KBD Inc, Fahnstock, Kenwal Steel, AE Thurne, NAMP, CAD Services

Stanley Thomas Associates: Sourced new products through ASI Online, Learned about POP and GWP along with the lottery. Kept up to date with trade magazines and trade shows, assisted sales associates in follow up and order processing. Maintained catalogs and scheduled vendor meetings.

HA-LO Branded Solutions (Program Set up/ Merchandise Coordinator):

Set up, maintained skus and picked products for co-op programs. Sourced new products, Processed bids and catalog programs for account executives and assisted them in brainstorming sessions. Maintained showroom, self-promotions, vendor meeting scheduling and monthly newsletters.

EDUCATION

Post Bachelors Degree, Teaching Certificate K-12: Art Education

Wayne State University Detroit, MI, USA

Bachelor's of Fine Arts: Photography

University of Michigan Ann Arbor, MI, USA

Summer Foreign Study Program: Photography **Parsons School of Design**— Paris, France