



Harvey Walker

Sales Coordinator

Details

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Place of birth

San Antonio

Driving license

Full

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Skills

Closing Sales & Signing Contracts



Optimizing Monthly Recurring Revenue (MRR)



Referral Marketing



Presentation Skills & Demoing



Product Knowledge



Hobbies

Profile

Passionate Sales Coordinator seeking a new position at an organization where I can leverage my proficiencies, knowledge, and experience. Brilliant communication skills and set for a stimulating role, ready to make a lasting contribution to its success.

Employment History

Sales Coordinatator, M3 Capital

Apr 2021 – Present 📍 Los Angeles

Mainly accountable for supporting VP of Sales, General Sales Manager, National Sales Manager, Sales Planner, and Digital Sales Manager with admin tasks.

- Working meticulously with Order Management, Inventory Manager, and Distribution team, managing shipments according to specified deadlines.
- Working with allocated managers, working together on every project by their allocated managers.
- Reviewing typical admin processes and making effective improvements to better work efficiency and process.
- Provided support and help to outside sales reps and management.
- Worked with our Sales Managers and Sales Planners to support and their daily duties.

Sales Coordinator, Deutsche Bank

Jan 2018 – Dec 2020 📍 Delmas

Liable for offering sales support services, guaranteeing the office is run competently, including admin support Sales Director, Channel Distribution Manager, Content Sales executive, and Business Development staff in Africa.

- Improving and developing reporting tools and performance monitoring.
- Assisting with tracking of performance and management tools. It might include incorporating syndicated, internal, and customer-specific data.
- Working thoroughly with Trade Development to submit all NEC-ktag and programming value add samples to the board for consent and manage the approval process.
- Generating weekly reports in the SFA system and delivering weekly analyses of team performances to Sales managers

Education


Florida University, Masters of Science in Marketing,

Jul 2019 – May 2021 📍 Orlando

Relevant Coursework: Sales Management, CRM Platforms, Lead Facilitation, Professional Selling, Sales Management

Painting, Drama, Violin

Arlington University, Bachelor of Science in Sales Management,

Jan 2015 – Dec 2018  Reston

Languages


English



German



National Association of Sales Professionals (NASP), Online, Certified Professional Sales Person (CPSP)

Jun 2017 – Dec 2017  Online

Achievements

- Achieved 2019 Top Sales Coordinator Award. Among 12 sales coordinators, the 15 person management staff was selected for having the skill to take the initiative and leading on an array of projects.
- Produced over 140 clients and about \$47,000 in sales within two months.
- Recognized and visited 34 schools in 4 months to schedule events to solicit products which generated 457 leads.