



STEPHANIE HOLMSTROM

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SALES REPRESENTATIVE

Highly profitable, award-winning sales professional who focuses on strategic solutions that produce annual increases in revenue for employer and consistently amazing results for clients. Valued for securing and maintaining long-term major accounts.

VALUE TO ORGANIZATION

Sales Strategies: Familiar with tried-and-true as well as innovative approaches to client needs.

Relationship Building: Enjoy people and find sales a natural extension of relationships.

Influencing Others: Belief in product / service creates genuine wish to share it with others.

Partnerships: Years of experience collaborating with local and regional companies and industries.

Skills and Expertise

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|----------------------------|---------------------------|--------------------|
| ■ Product Knowledge | ■ Computer Skills | ■ Market Knowledge |
| ■ Customer Information | ■ Prioritization | ■ Sales Closings |
| ■ Product-Customer Match | ■ Post-sales Consultation | ■ Training |
| ■ Customer Calls / Service | ■ Prospecting | ■ Follow-through |
| ■ Goal Setting / Reaching | ■ Funnel Maintenance | ■ Problem Solving |
| ■ Negotiations | ■ Human Resources | ■ Organization |

PROFESSIONAL EXPERIENCE

COMPANY, City, State

Month Year to Month Year

Temporary staffing industry founder and leader providing global workforce solutions since Year. District covers northern half of State and northwest third of State, has 3 FTEs and \$3 million in Year revenue.

District Manager

Managed all operations and served as primary revenue producer for District.

Assessed needs and created employment solutions for area businesses. Built community awareness through events including job fairs, chamber events, and memberships / offices in other organizations. Developed and implemented diversified and efficient recruiting program and stayed top of mind in community through office relocation, POS, Internet, and proactive customer calls.

Sales Achievements

- Secured 3 top customers that billed over \$2.5 million through consistent contact with employer and employees.
- Improved net sales 25% to \$500,000 in fiscal Year.
- Achieved consistent 10% return contribution on sales.

Recognition

- Earned substantial year-end bonus, Division (North and South America) quarterly sales awards, and Region Q2 award, all for 30% YOY increased sales in fiscal Year.
- Won Year Sales Star Division award for strategic teamwork on closing regional account.
- Recognized for sales achievement in 3 quarters of 2008, Q3 in Year and for consistent growth over 3 years, an outstanding performance in Division market.
- Singled out for local account growth award, Year.
- Promoted to District Manager for effective sales and management assistance.

PROFESSIONAL EXPERIENCE (continued)**Resident Branch Manager**

Month Year to Month Year

Sold services to customers and assisted in management of all operations of local branch.

- Increased net sales 200% by closing \$1 million sale on No. 1 account to earn Branch Manager position.
- Increased sales, hours, and contributions that resulted in branch's separating from District for first time since office opened in Year.

COMPANY, City, State

Month Year to Month Year

*Communication service founded in City, State in Year, servicing northwestern State.***Territory Manager***Managed all operations and corporate support for sales efforts of direct and indirect representative.*

- Secured State athletic sponsorship and communication service of choice.
- Increased indirect sales distribution.

PRIOR EXPERIENCE**Sales Representative**, Screen Printing Company, City, State**Manager**, Retail Company, City, State**Sales/Repairs**, Jewelry Store, City, State**Co-Manager**, Retail Apparel, City, State**PROFESSIONAL / COMMUNITY AFFILIATIONS**

- Women of Today, City, State, State Delegate, Leadership Conference, Member since Year.
- Business Networking International, City, State, Member Year – Year.
- Regional Occupational Safety and Health Association, City, State, Board Member 2005, Member since Year.
- Regional Human Resource Association, City, State, Board Member Year, Member since Year.
- Chamber of Commerce, Ambassador/Captain since Year, "Outstanding Top Hatter" award for event leadership and participation, Member since Year.
- Chamber of Commerce, Ambassador/Captain since 1998, Member since Year.
- Hockey Club, City, State, Member since Year.

EDUCATION

UNIVERSITY, City, State

Bachelor of Business Management and Marketing, completed 19 credits

TECHNICAL COLLEGE, City, State

Associate Degree of Sales and Marketing/Fashion**PROFESSIONAL DEVELOPMENT**

- **Franklin Covey Training**, "What Matters Most," Year.
- **Fred Pryor Seminars**, Microsoft Office, Year.
- **State Human Resources Association**, annual training seminar, Year – Year.
- **Regional OSHA** annual training seminar, Year - Year.
- **Society for Human Resource Management**, State conference vendor Year – Year.