

Jozelynn Sauseda

Field Sales Representative

Profile

I am a Field Sales Representative with over 3 years of experience in the industry. I have a proven track record of success in sales and know how to close deals effectively. I am also knowledgeable about various products and services, which helps me sell more easily to customers. My interpersonal skills are excellent, allowing me to build relationships with clients quickly. Overall, I am an experienced and successful field sales representative who can contribute positively to any company

Employment History

Field Sales Representative at Daktronics, SD

Apr 2022 - Present

- Achieved quota of \$600,000 in sales for the year.
- Grew territory by 10% over last year.
- Won “Salesperson of the Month” 3 times.
- Attained 100% customer satisfaction rating in post-sale surveys.
- Completed product training certification.
- Negotiated and closed 5 deals worth over \$50,000 each.

Field Sales Representative II at Raven Industries, SD

Sep 2019 - Feb 2022

- Exceeded quarterly sales targets by 15%.
- Grew customer base in territory by 25%.
- Achieved 100% of monthly activity goals.
- Consistently ranked in top 10% of field sales reps company-wide.
- Won “Top Performer” award 3 times in last 4 years.
- Received 5 star rating on customer satisfaction surveys 95% of the time.

Certificates

Certified Field Sales Representative (CFRS)

Oct 2020

Certified Professional Field Sales Representative (CPFRS)

Dec 2018

Memberships

American Marketing Association

National Association of Sales Professionals

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Education

High School Diploma at Brookings High School, Brookings, SD

Aug 2014 - May 2019

Some skills I've learned are time management, how to study for exams, and how to do research.

Links

[linkedin.com/in/jozelynnsauseda](https://www.linkedin.com/in/jozelynnsauseda)

Skills

Communication

Interpersonal skills

Presentation skills

Negotiation skills

Time management

Organization

Customer service

Languages

English

Spanish