

# Maribell Dedic

Forklift Salesman

## Profile

I am a highly experienced forklift salesman. I have over 1 year of experience in the industry and have successfully sold forklifts to many different clients. I am knowledgeable about all aspects of the forklift sales process, from initial contact with potential customers to post-sale follow-up. I am an expert at finding the right solution for each customer's individual needs and budget, and my ultimate goal is always to ensure that they are completely satisfied with their purchase. In addition to being an excellent salesman, I also have superb customer service skills - something that is essential in this role. My previous employers would describe me as reliable, hardworking and trustworthy; qualities which I will continue to display in my next role

## Employment History

### Forklift Salesman at SD-Dakota Lift Truck, SD

Mar 2022 - Present

- Negotiated and closed a \$1 million contract with ABC Corporation.
- Achieved 125% of sales quota for Q4.
- Grew territory revenue by 20% YoY.
- Won "Salesperson of the Year" award in 2017.
- Led team of 4 salespeople to achieve 110% of collective quota in 2018.
- Trained 2 new forklift salesman on product knowledge and best practices.

### Forklift Salesman II at SD-Lift Truck Sales & Service, SD

Jul 2021 - Jan 2022

- Negotiated the sale of 12 forklifts to a local manufacturing company.
- Demonstrated expert product knowledge and successfully upsold features on 10 occasions.
- Developed strong relationships with 3 new clients, leading to future sales opportunities.
- Generated \$120,000 in revenue for the quarter.
- Exceeded quarterly sales targets by 15%.
- Consistently provided excellent customer service, as reflected in online reviews.

## Certificates

### Certified Forklift Salesman

Nov 2020

### Certified Used Forklift Salesman

Sep 2019

✉ [maribell.dedic@gmail.com](mailto:maribell.dedic@gmail.com)

☎ (770) 934-9216

📍 1234 Elm Street, Vermillion, SD 57069

## Education

### High School Diploma at Brookings High School, Brookings, SD

Sep 2017 - May 2021

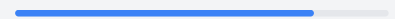
I've learned how to study for and take tests, how to do research, and how to write essays.

## Links

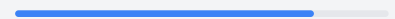
[linkedin.com/in/maribelldedic](https://www.linkedin.com/in/maribelldedic)

## Skills

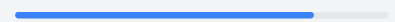
Forklift operation



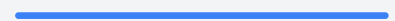
Sales skills



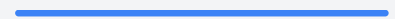
Product knowledge



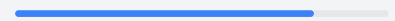
Industry knowledge



Customer service

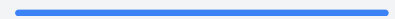


Communication

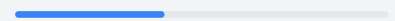


## Languages

English



Russian



## Hobbies

Listening to music

Watching movies

Playing video games