

Tien Hellbusch

International Sales Manager

Profile

In the past 5 years, I have been an International Sales Manager and have successfully increased sales by developing new markets and improving customer relationships. My skills include market analysis, strategic planning, negotiations, and team management. In addition to these professional skills, I am also fluent in Spanish and have a working knowledge of German which has helped me immensely in my career thus far.

Employment History

International Sales Manager at Coca-Cola Bottling Company Consolidated, MS

Mar 2022 - Present

- Closed \$2.5 million in new business deals with clients in the Middle East.
- Exceeded annual sales targets by 15%.
- Negotiated and implemented a new distribution agreement in Africa that increased market share by 10%.
- Grew existing accounts by 20% through effective account management and relationship building strategies.
- Introduced a new product line into key markets which generated \$1 million in revenue within the first year.

Senior International Sales Manager at ServiceMaster, MS

Aug 2017 - Jan 2022

- Achieved \$20 million in sales within the first year of taking on the role as Senior International Sales Manager.
- Exceeded quarterly targets by 15% on average over a 4-year period.
- Grew market share in key markets by 5% annually.
- Led a team of 8 international sales managers and achieved an 85% retention rate over 3 years.
- Negotiated and closed deals with some of the largest retailers in Europe, Asia, and South America.

Education

Bachelor of Science in International Business at Mississippi State University

Aug 2013 - May 2017

Some skills I've learned are global business operations, international marketing, cross-cultural communication, and global supply chain management.

Certificates

Certified International Sales Manager (CISM)

May 2021

Certified in International Marketing (CIM)

Oct 2019

Details

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Links

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Skills

Communication

Negotiation

Presentation

Business Acumen

Cross-Cultural Awareness

Relationship Management

Sales

Languages

English

Italian

Hobbies

Biking

Running

Hiking