

Dezzie Kacmarcik

Sales Consultant

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EDUCATION

High School Diploma at Punahou School, HI
Aug 2014 - May 2019
Some skills I've learned are time management, communication, and organization.

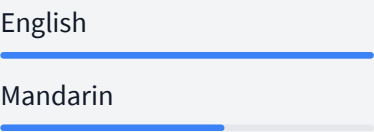
LINKS

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

SKILLS



LANGUAGES



HOBBIES

Listening to music
Watching movies
Reading books

PROFILE

A sales consultant with over three years of experience helping companies increase their revenue. I have a proven track record in identifying new sales opportunities and driving growth through effective customer relationship management. My skills include account management, market analysis, and product demonstrations. I am also knowledgeable in the use of CRM software to manage client data and generate reports.

EMPLOYMENT HISTORY

- **Sales Consultant at Kahala Sales Consulting, HI**
Mar 2022 - Present
 - Exceeded quarterly sales goals by 20%.
 - Demonstrated expert product knowledge to potential customers, leading to a 10% increase in close rate.
 - Grew existing customer base by 15% through effective account management and relationship building.
 - Negotiated favorable pricing with vendors on behalf of company, resulting in savings of \$5K per month.
 - Recognized as “Top Performer” for the year.
- **Sales Consultant II at Aloha Sales Consulting, HI**
Jul 2019 - Feb 2022
 - Exceeded quarterly sales goals by 10%.
 - Developed and implemented a new territory marketing plan that increased leads by 25%.
 - Negotiated and closed 5 major accounts, each worth over \$100,000 in annual revenue.
 - Trained and mentored 3 junior sales reps, helping them to achieve their quotas.
 - Won “Top Salesperson of the Year” award for company.

CERTIFICATES

- Salesforce Certified Sales Cloud Consultant**
Jan 2021
- Oracle CPQ Cloud Service Specialist**
Sep 2019

MEMBERSHIPS

- American Association of Inside Sales Professionals**
- National Association of Sales Professionals**