

# Kim Immerfall

Sales Director

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## Details

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## Employment History

### Sales Director at JB Hunt, UT

May 2022 - Present

- Exceeded quarterly sales goals by 15%.
- Grew market share in key regions by 3%.
- Launched new product line that generated \$5M in first year.
- Negotiated and secured major contract with top client worth \$10M/year.

### Senior Sales Director at Swift Transportation, UT

Jul 2019 - Apr 2022

- Exceeded quarterly sales targets by 25%.
- Grew market share in key territories by 10%.
- Won “Salesperson of the Year” award.
- Negotiated and closed deals with 5 major new clients.
- Trained and mentored 3 junior salespeople, who went on to be top performers in their own right.
- Consistently ranked in the top 10% of all salespeople globally.

### Regional Sales Director at CRST International, UT

Jul 2015 - May 2019

- Exceeded sales targets by 15% in the first quarter and 10% in the second quarter.
  - Grew market share in key regions by 2 percentage points.
  - Led team of 12 regional sales managers and exceeded quarterly sales goals by an average of 8%.
  - Trained new hires on product knowledge and selling techniques, resulting in a 20% increase in productivity.
  - Negotiated contracts with 3 major distributors, leading to a 5% increase in profits.
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## Education

### Bachelor of Science in Business Administration at Brigham Young University

Aug 2011 - May 2015

I have learned how to manage money, people, and time; as well as honed my communication, problem solving, and critical thinking skills.

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## Links

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