

# Joycelyn Weidlein

Sales Manager

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📍 832 W 7th St, Jacksonville, FL 32209

## EDUCATION

### Bachelor of Science in Business Administration at University of Florida

Aug 2013 - May 2017

I've learned how to work in a team, how to manage my time, and how to communicate with people.

## LINKS

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

## SKILLS

Communication

Organization

Time management

Motivation

Selling skills

Customer service

Product knowledge

## LANGUAGES

English

Japanese

## PROFILE

I am a sales manager with over 5 years of experience in the industry. I have successfully closed deals with clients and generated new business opportunities. My skills include excellent communication, negotiation, and problem-solving abilities. I am also experienced in managing teams of sales representatives

## EMPLOYMENT HISTORY

### ● Sales Manager at J.M. Smucker Co., FL

Jun 2022 - Present

- Oversaw a team of 8 salespeople and increased department revenue by 25%.
- Successfully closed \$1.5 million in new business deals.
- Created and implemented innovative strategies that led to a 20% increase in customer acquisition.
- Developed high-performing teams that consistently achieved quotas.
- Cultivated positive relationships with clients, resulting in 80% retention rate.

### ● Sales Associate at Nestle Purina PetCare, FL

Aug 2017 - Apr 2022

- Exceeded quarterly sales goals by 15%.
- Developed and implemented a new marketing strategy that increased customer acquisition by 20%.
- Negotiated and closed 10 high-value contracts with key clients.
- Grew existing client relationships by an average of 30% per year.
- Trained and mentored 5 new sales associates, resulting in a 50% decrease in turnover.

## CERTIFICATES

### Certified Sales Professional (CSP)

Jan 2021

### Certified Sales Manager (CSM)

Sep 2019

## MEMBERSHIPS

American Management Association

National Association of Sales Professionals