

# DESIREE HALE

678 My Road, Ozark,  
MO 21098  
d.hale@myemail.com  
(432) 109-8765

## EDUCATION

### **Bachelor of Science in Business Administration**

Trulaske College Of Business,  
University Of Missouri,  
Columbia, Mo  
September 2009 - June 2013

### **Master of Science in Business Administration (Marketing)**

Northwest Missouri State  
University, Maryville, Mo  
September 2013 - June 2015

## KEY SKILLS

- Strong knowledge of established sales methodologies
- Leadership and mentoring
- Energetic and ambitious work ethic
- Excellent numerical ability
- Strategic planning and prioritization

Committed sales professional with a 5-year track record for generating impressive sales revenue. Experienced in training new employees and providing clear, assertive leadership. Results-driven and ambitious individual able to work calmly and efficiently under intense pressure and motivated to exceed challenging targets.

## PROFESSIONAL EXPERIENCE

### **Sales Representative**

TruGreen, Springfield, MO | January 2018 - Present

- Oversee 50 clients across 25 sq. miles
- Pursue a thorough knowledge of a range of products and services and demonstrate them to residential clients, clearly explaining the features and benefits
- Perform weekly inspections and conduct fact-finding meetings to determine clients' requirements and make appropriate recommendations
- Generate pricing according to product type and square footage and prepare invoices
- Mentor new recruits (25 over the last six months) to improve sales technique and support them to meet their individual revenue targets
- Step into a leadership role to cover management team absences

### **In-Home Sales Representative**

LeafFilter Gutter Protection, Springfield, MO | July 2015 - January 2018

- Developed a quick rapport with customers and used sales methodologies to close 97% of sales within a single meeting
- Oversaw the sales process from prospecting to close and provided attentive, prompt service at every stage
- Maintained long-term relationships with a large client base and kept in regular contact to build brand loyalty
- Leveraged product samples and demonstrations to deliver strong sales pitches