

ALLISON ROSENBERG

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Customer-focused Broker with 5+ years of experience in high-volume manufacturing. Well-rounded expertise encompasses contract negotiation, process redesign, and competitor and market trend analysis. Continually gain and apply new work skills and market insights. Bilingual: Fluent in English and Spanish.

EDUCATION

ADMINISTRATIVE ASSISTANT / RECEPTIONIST

San Diego City College,
San Diego, CA

LANGUAGE

Fluency in Spanish | Proficiency in Italian

AREAS OF EXPERTISE

- Client Satisfaction & Retention
- Customer Relations
- Marketing Strategy Development
- Portfolio Management
- Revenue & Profit Growth
- Stakeholder Relations Management
- Targeted Resource Allocation

TECHNICAL SKILLS

Salesforce.com | Microsoft Office Suite (Word, Excel, Outlook, PowerPoint)

PROFESSIONAL EXPERIENCE

BROKER

AWZ Food Services Inc., San Diego, CA | October 2017 to Present

- Serve as key liaison between grocers, customers, and food manufacturers
- Help drive revenue growth, analyze market trends, and define contract terms

Highlights:

- Ranked #3 on a 30-member team for client retention
- Praised on all five formal reviews for expertly managing communications with diverse stakeholders

ADMINISTRATIVE ASSISTANT / RECEPTIONIST

KZU Inc., San Diego, CA | August 2015 to September 2017

- Gained strong early experience in customer relations and task prioritization in a fast-paced setting