**C.J. Waters**

(801) 688-1455 P.O. Box 524

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Extremely determined, honest, and outgoing Territory Sales Representative has more than 10 years of combined experience in sales, customer service, and providing operations leadership and administrative support. Reliable candidate is currently looking for a challenging role as an Sales Executive or Customer Support Representative. Excellent communication and interpersonal skills make the candidate successful in working with customers, staff, or other professionals in various areas across different job levels.

Dedicated professional demonstrates key abilities in leadership, management, planning, communication, business development, organization, training, as well as problem solving. Effectively contributes towards organizational success, professionally deals with increased challenges/responsibilities, and excels under pressure.

⯍ Key Account Management & Sales ⯍ Efficient in Organization & Multitasking

⯍ Proficient in Interpersonal Relations ⯍ Task & Detail-Oriented Team Builder

⯍ Excellent Customer Service Abilities ⯍ Resourceful & Creative Problem Solver

Professional Experience

**Marketstar, Inc. 2020 – Present**

Salt Lake City, Utah

Territory Account Manager

* Researched and identified with data mining top level accounts within geographic territory and created strategic plans that increased accounts for this global sales and marketing company.
* Manages over 1,500 different accounts within 3 states with designing, purchasing, and deploying Samsung mobile products.
* Extensive use of Salesforce and other tracking software platforms.
* Achieved quarterly sales quotas on a consistent basis and submitted weekly reports and competitive data on assigned territory.
* Team Mentor/Trainer for all new team members.

**Convalescing from health issues.** 2016- 2020

**Clear Captions, Inc.** 2015 –2016

Territory Sales Representative

*Salt Lake City, UT*

* Participated in local Senior Citizens and Hard of Hearing organizations and events, and trade shows in the community for new Ensembles and other company products.
* Submitted leads for qualification, installing products and services at qualified customers; generated appropriate account and territory records using Salesforce.com.
* Maintained written correspondence, telephone contacts, online demonstrations, and onsite visits with existing customers to stimulate interest in products and services.
* Handled sales opportunities throughout the sales process; prepared a variety of status reports, including activity, closings, follow-up, and/or adherence to goals.
* Developed action plans and schedules to identify specific targets and to project the number of contacts to be made; followed-up on new leads and referrals.

**Wasatch Lawn Memorial Park** 2014 – 2015

Family Service Counselor – Life Insurance Agent

*Salt Lake City, UT*

* Recognized as a Century Club Member (President’s Club equivalent) in 2014 and 2015; commended for consistently achieving monthly and annual sales goals.
* Maintained a long-term service relationship with clients/families; acknowledged as a trusted counselor for can-do attitude, flexibility, and high-quality work provided.
* Coordinated with multiple departments to plan meetings and prepare funeral packages; built strong relationships to gain support and effectively achieve results.
* Performed interviews with prospective clients in order to obtain information about their financial resources and needs, as well as discuss any existing coverage.
* Communicated with policyholders to deliver and explain policy, to analyze insurance program and suggest additions or changes, or to change beneficiaries.

**Property Solutions, Inc.** 2012 – 2013

Account Development Manager

*Provo, UT*

* Contacted and worked with new prospects to explain the property management software, as well as the advantages of Property Solutions over competitive software.
* Organized territory and sales leads to provide maximum return with cold calling phone calls, email, and outside mailings; offered excellent service to all new customers.
* Scheduled demonstrations to train and close prospects for Property Solutions and its products; initiated the sales process by building strong working relationships.
* Identified development potential in accounts by effectively studying current business, classifying and evaluating additional needs, and analyzing opportunities.

**Swisher-Hygiene** 2010 – 2011

Chemical Sales Manager

*Salt Lake City, UT*

* Assumed responsibility for sales, account penetration, equipment service/installation, as well as the management of new and existing accounts in all of Northern Utah.
* Facilitated rollout plans as sold and established by Corporate Sales Office for corporate level accounts; on-call / available as needed for client trouble calls at all times.
* Achieved daily and weekly activity goals, and monthly sales quotas; traveled extensively throughout Northern Utah to service all customers and sell new business.
* Monitored customer preferences to determine the focus of sales efforts; reviewed operational records or reports to project sales and determine profitability.
* Conferred or consulted with department heads in order to plan advertising services, as well as to secure information on equipment and/or customer specifications.

**Ecolab, Inc.** 2004 – 2008

Territory Sales Manager

*Salt Lake City, UT*

* Named as Territory Manager of the Year and recognized for highest new dollar amount sold in 2006; managed a territory with over 100 accounts covering 2 states.
* Assumed responsibility for growing and maintaining business in existing accounts, as well as gaining new business prospects through direct sales and prospecting.
* Established and maintained successful business relationships with key decision makers; known for consistently achieving monthly and annual budget goals.
* Demonstrated product effectiveness through product demonstrations and extensive product knowledge; worked closely with the management and staff.
* Supervised the territory with little daily oversight from employer, responsible for delivering results and maintaining accountability for sales results/client retention.

Education

**Stevens-Henagar College, Salt Lake City, UT, 2004**

Bachelor of Science in Computer Science

*References Gladly Provided Upon Request*