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|  | Gaston Merle   |  |  | | --- | --- | |  | 77 Boulevard De Normandie, Fontaine 38600 |  |  |  | | --- | --- | |  | 55 55 55 55 55 |  |  |  | | --- | --- | |  | example@example.com | |

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| **Summary Statement** | |  |  | | --- | --- | |  | Accomplished Sales Representative Manager experienced in cold calling and leads management. Successfully turns tough prospects into lucrative clients with persuasive communication skills and automobile industry expertise. Mastery of CRM software for recordkeeping and sales pipeline management. Fantastic attention to detail and the ability to inspire employees for best-in-class service. | |

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| **Core Qualifications** | |  |  |  |  | | --- | --- | --- | --- | |  | |  |  | | --- | --- | | * Key account development * Service-driven sales * Financial records analysis * Cross-cultural sales background | * Recruiting and hiring * Analytical sales tracking * Basic math * EQS Group | | |

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| **Education** | |  |  | | --- | --- | |  | MBA | Business Administration  **Université Pierre Mendès, Grenoble, FR** |  |  |  | | --- | --- | |  | Bachelor of Science | Business Economics  **Université Inter Ages Du Dauphine, Grenoble, FR** | |

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| **Work Experience** | |  |  | | --- | --- | |  | Sales Representative Manager *03/2017 to Current*  **TQL | Fontaine, Rhône-Alpes**   * Project more than $10,000 in sales during each quarter and achieved 35% of target. * Evaluate employee progress and compliance while identifying areas for additional coaching by monitoring daily performance. * Implement creative sales and marketing strategies to assist the sales team with reaching targets. |  |  |  | | --- | --- | |  | Sales Representative *02/2011 to 03/2017*  **TQL | Fontaine, Rhône-Alpes**   * Retained product, service, and company policy knowledge to serve as a resource for coworkers and customers. * Designed and deployed new display ideas to improve accessibility to merchandise, increasing sales by 50%. * Drove sales of automotive products by applying proactive nature, customer preferences, and active listening skills. |  |  |  | | --- | --- | |  | Sales Representative Intern *02/2010 to 02/2011*  **TQL | Fontaine, Rhône-Alpes**   * Worked closely with the Sales Manager or assigned staff member and completed all allocated tasks. * Attended and participated in 20+ meetings, workshops, events, and exhibitions each month. * Liaised with clients, vendors, and suppliers on behalf of the company's managers. | |

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| **Conference Attendance** | |  |  | | --- | --- | |  | * Le Printemps des Etudes (2019) * Go Entrpreneurs, Lyon (2018) * Franchise Expo, Paris (2018) * Equipmag (2017) * Communication et Marketing au Point de Vente (2016) | |

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| **Honors and Awards** | |  |  | | --- | --- | |  | Best Sales Representative of the Year - 2016 | |

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| **Memberships** | |  |  | | --- | --- | |  | French-American Chambers of Commerce (FACC) | |

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| **Certifications** | |  |  | | --- | --- | |  | * CSP - Certified Sales Professional - 2017 * Certificate of Free Sales (CFS) - 2011 | |

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| **Training** | |  |  | | --- | --- | |  | * ****PPA Business School:**** Grenoble, France: Digital Marketing - (Six Months Training) - 2018 * ****PPA Business School:**** Grenoble, France: Public Speaking - (Three Months Training) - 2018 * ****EIML Paris Ecole Internationale de Marketing du Luxe:**** Paris, France: Summer Session - 2015 | |

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| **Professional Relevant Skills** | |  |  | | --- | --- | |  | * Exceptional interpersonal, communication, problem-solving, and presentation skills. * Able to thrive in a fast-paced, dynamic work environment. * A valid driver's license with an excellent driving record. | |

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| **Language Skills** | |  |  | | --- | --- | |  | * French (Native) * English (Advanced) | |

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| **Hobbies and Interests** | |  |  | | --- | --- | |  | * Movies * Cycling * Swimming * Traveling | |

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