ERIC KESSIR

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A highly analytical and passionate individual with the ability to build and foster relationships through strong negotiation skills. Proficient in leveraging technology to solve complex business problems and automating labor-intensive tasks through software. Currently a 3rd year Business technology & management student seeking opportunities to apply and further develop my skills in a professional setting.

PROFESSIONAL EXPERIENCE

Sales Professional

Mattress Mattress ***2020 – Present***

- Achieved an average monthly sales record of over $30,000, with personal sales surpassing $430,000 in 2022.
- Uncovering customer needs, tailoring sales presentations to address client pain-points and demonstrating product solutions.
- Developed and negotiated strong client relationships, resulting in the acquisition of large volume accounts.
- Demonstrated meticulous attention to detail in managing delivery scheduling, accounts receivables, paperwork, customer follow-ups, and exceeding sales quotas & metrics.

Sales Associate

TELUS Communications Business Dealer ***2017 – 2020***

- Managed consumer and business accounts, overseeing 100+ lines and ensuring accurate setup of products and services.
- Successfully managed more than 20 separate business accounts, along with their lines and services with TELUS.
- Conducted B2B account negotiations and catering to large business clients in the area.
- Provided supervision and leadership during transitional periods, while ensuring proper coverage, paperwork, sales, ordering & receiving, accounting, and other managerial tasks.

EDUCATION

BComm – Business Technology & Management (4 Year Degree)

Athabasca University, Alberta - ***2020 – Present (3rd Year)***

- Currently pursuing a degree program focused on leveraging scalable technology solutions for businesses.
- Completed coursework includes areas of business, technological management, and computer science.

ABILITIES & SKILLS

- Time Series Analysis & Simulation Modeling
- Proficient in Microsoft Excel, Word, and Access
- Highly Skilled in Adobe Illustrator & Photoshop
- Fundamental coding skills in HTML, CSS, JavaScript