

# Richard Buczkowski

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## Sales professional with experience generating inside sales leads and outside sales across multiple industries (software, consumer products, advertising placement)

- Track record of success in inside sales, up-selling, lead generation, and management experience.
- Have managed complete sales cycle, renewals, 75 sales calls per day and extensive B2B sales skills.
- Proficient with Word, Sales force, multiple CRM programs and excellent phone relationship building skills.

## Recent Work Experience

### CallSocket, Oakland, CA

2014-Present

Inside sales / Customer Service Representative. Made over 100 calls per day. Experience working with various CRM programs. Extensive phone and email contact on a daily basis. Extensive experience with building relationships and closing sales. Have great time management skills along with follow up skills.

### Trade shows and Temporary Work, San Francisco Bay Area 2010-2013

Some of my temp work consisted of inside sales, 75 plus outbound calls, lead generation, renewals, customer service , B2B sales and consultative sales. Great presentation skills.

### Frye Claims Adjusters, Hayward, CA 2009-2010

Claims Adjuster / Resolved claims, customer relations, handling client, witness, lawyer and medical inquiries.

## Sales & Marketing Experience

### Advantage Marketing, Irvine, CA

2004-2008

Customer Service Representative / Outside Sales Rep

- Serviced 10 + Home Depot locations by ordering product, providing employee training and ensuring correct POP placement. Have management experience.
- Introduced new product lines and increased store sales. Experience dealing with top management.
- Managed on-line data records of inventory, suppliers, brokers and shippers, etc.

### Hansen Software, Oakbrook, IL

2001-2004

Customer Service / Inside Sales/ Renewal Dept.

- Engaged clients to renew software licenses and promoted new accounting software releases.
- Met and surpassed all sales goals and quotas on a regular basis. Team lead experience.
- Successfully resolved clients concerns in a timely manner and re-engaged old clients. Turned cold leads into warm prospects for the outside sales team. Top 5 percent in sales.

### Swedish Match, Chicago, IL

1999-2001

Field Sales Representative

- Regularly exceeded quarterly sales targets.
- Successfully and quickly added new clients to sales region of 1200+ stores.
- Maintained corporate profit goals without sacrificing quality of customer service.
- Significantly increased account numbers with successful lead generating skills on cold call efforts. Finished in top ten percent in sales.

### Nobart Inc., Chicago , IL

1994-1998

Advertising Account Manager

- Supervised all aspects of print catalog advertising, including layout, copy proofing, principal photography, and billing. Extensive client renewal and up-selling experience. Project management experience.

## Education

Southern Illinois University – Carbondale, IL Bachelor of Science –Journalism (primary focus advertising)