

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)