

Carol Richard

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Self-motivated Sales Executive effective in marketing both tangible and intangible products and services. Expert in operations analysis and management. Persuasive speaker and negotiator. Dedicated Entrepreneur accomplished in concept development, feasibility analysis and securing the funding necessary for successful business growth. Goal oriented professional.

Authorized to work in the US for any employer

Work Experience

Sales/Sales Manager

Mile High Design - Wheat Ridge, CO

February 1998 to Present

Increased revenues by 25% within the first year as Sales Manager.

Hired, trained and taught sales classes

Active field sales, phone sales and trained new people

Sales person of the year Nationwide in my first year

Branch manager in three cities

Bartender, Asst. Chef, Kitchen Rotation

Catering By Design - Denver, CO

August 2013 to March 2015

Worked many aspects of the catering industry including bartending, sauté chef, asst. chef, server and kitchen rotation.

Bartender, Server, Hostess

Wynkoop Brewing Company

April 1994 to April 2000

Mainly Serving and Bartending in a busy brewery

Education

Bachelor of Arts in International Studies

University of Maine - Portland, ME

Skills

- Strong written and verbal communicator
- Creative lesson planning
- Experiential learning
- Self-motivated
- Empowers high-performing sales teams

Prospecting
Market research
Customer targeting

- Teaching
- Cold Calling
- Catering
- Telemarketing
- Sales Management
- Business Development
- Marketing
- Bartending
- Outside Sales
- Upselling
- Leasing (2 years)
- Recruiting
- Salesforce
- Negotiation
- Customer Relationship Management
- Inside Sales
- CRM Software
- Product Development
- B2B Sales
- Direct sales
- Sales
- Food service
- Customer service

Assessments

Cooking skills: Basic food preparation — Highly Proficient

April 2021

Preparing food, using cooking equipment, and converting ingredient measurements

Full results: [Highly Proficient](#)

Customer focus & orientation — Highly Proficient

March 2021

Responding to customer situations with sensitivity

Full results: [Highly Proficient](#)

Front desk agent (hotel) — Highly Proficient

March 2021

Selecting hotel rooms based on verbal requests and identifying errors in hotel data

Full results: [Highly Proficient](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.