

Jeni Parks

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Objective: Secure employment that allows me to satisfy my passion to provide excellent service by maintaining existing relationships and growing new relationships to increase sales. Utilize my 17 years of experience in management, sales and support to become an integral part of the team.

Prime Sales and Marketing March 2023 – Oct 2023

Non-Foods and Health Care representative

Support manufacturers to manage and expand sales of their products.
Laid off due to loss of lines.

WoodmenLife 2017-- 2023

Financial Representative

Sales and Support; Life Insurance and Retirement products. Maintain relationships with existing clients and develop new clients by networking and volunteering in the community.

Work independently to meet weekly quota of client meetings. Develop and execute a plan to maintain monthly, quarterly, and annual goals.

Plan and implement community outreach events.

Insurance and Security Licensed in New Mexico, Texas, Arizona and Virginia

Technology Providers Inc. 2003- 2017

Sales Consultant

Sales and Design-build: Audio-visual Integrator, extensive product knowledge and expertise in assisting customers, to provide the best solutions possible, for their specific needs.

Always keeping the customer and customer service a priority. After the sale maintaining relationships with customers to ensure repeat business and provide warranty and maintenance support.

Collaborate with Install Team and Designers on all systems, maximize functionality to ensure requirements are met and the customer is completely satisfied.

Establish annual sales strategy and budget; setting and maintaining goals and margins for company and personal profitability.

Develop new and maintain existing "Teaming Partners" for profitable growth throughout the state of New Mexico, Arizona, Nebraska, Texas, Utah, and Colorado.

Computer Skills: Proficient in Microsoft word, Excel, SBT, Citrix Propose.

Education: Oakton College, Des Plaines, IL General Studies. **Certified Insurance Producer:**
Licensed in New Mexico, Arizona, Texas and Virginia, Securities Licensed; Series 6 and 63.

Professional References: Available upon request.