

Walter Hale

customer svc. inside sales.

Arvada, CO

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Exceptional employee quick learner eager to succeed

WORK EXPERIENCE

Professional Driver

Renzeberger Inc - Denver, CO - December 2012 to December 2013

Transport railroad crews from depots to trains and follow smith driving practices

- Help rail crews set up trains to operate

Production Operator

Coors Brewery - Golden, CO - May 2007 to September 2012

Properly inventory and put received products in locations for order selector's to pull inventory for customer orders

- Safely and properly train new department members in repair procedures for keg line
- Maintain operations on drop packing and erector machines on bottle line
- Operate and maintain various keg repair machines and tools
- Operate propane and electric forklifts to move product and load semi trailers for transit

Inside Sales Rep

Golesh Door and Trim - Denver, CO - May 2006 to November 2006

Set up and operated lock and key operations to further customer satisfaction with total hardware experience

- Educated and acquainted self with door and trim items in order to procure correct hardware for competitive bids for new and tenant remodel construction projects
- Set up and designed showroom with various manufactures products in order to increase sales

Sales Territory Manager

Clark Security Products - Denver, CO - February 1999 to December 2005

Contact new or existing customers to discuss how specific products or services can meet their needs and prepare and submit sales contracts for orders

- Negotiate and quote prices for credit terms, terms of sales and service agreements, and other bid specifications
- Emphasize product features based on analyses of customers' needs and on technical knowledge of product capabilities and limitations
- Maintain customer records, using proprietary software systems
- Visit establishments to evaluate needs or to promote product or service sales

ADDITIONAL INFORMATION

Proven, professional customer service representative with over 25 years experience. Extensive management experience for over 10 years. Excellent at building customer relationships and resolving complex issues to retain customer loyalty and expand sales volume. Excellent written and verbal communication skills. Team

oriented with the ability to work independently. Experienced with MS Word, Excel, email communication, and the ability to learn new software quickly.