

Parker A. Bocim

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OBJECTIVE: Seeking a sales position that will utilize my diverse experience to positively impact company profitability

EDUCATION AND CERTIFICATION

WESTWOOD COLLEGE OF DENVER
TECHNOLOGY

RELEVANT EXPERIENCE

In Store Sales Demonstrator, Blendtec in Costco's throughout Colorado July 2013-Present

- Drawing members to the brand as a spokesperson and interactive demonstrator.
- Gaining interest from members through engaging and entertaining.
- Patient persistence in encouraging purchases without haggling.
- Taking time to answer questions and educate members about the product..

Sales & Reservations Customer Service Rep, Uhaul, Phoenix, AZ Jan.2012-July.2013

- Responsible for cross-selling and providing product recommendations; engage in pricing negotiations in an effort to increase retention.
- Provide account servicing, ensuring complete customer satisfaction; conduct extensive research on escalated issues.
- Collaborate with internal partners to identify key business development opportunities, while achieving revenue and profitability goals.

Business Development Representative, Blessing Bridge LLC, Phoenix, AZ Dec.2010-Dec.2011

- Responsible for building and strengthening relationships with international clients.
- Managed portfolio and provided account servicing.
- Maintained business growth by providing consultative insight and continuous improvement opportunities.

Private Personal Fitness Trainer, Total Health For You, Las Vegas, NV Dec.2004-Dec.2010

- Met with clients and provided consultation regarding fitness training.
- Motivated clients through goal setting and providing appropriate feedback.
- Measured strengths and weaknesses by initiating assessments.
- Recommended workout routines and nutrition plans.

SKILLS AND CORE STRENGTHS

Skills

Innovative
Strong Integrity
Excels Under Pressure

Exceptional Communicator
Diplomatic Negotiator
Swift Problem Solver

Core strengths

Market Share / Revenue Growth
Budgeting / Forecasting / Inventory Organization
Contract Negotiation / Client Relations / Customer Service
Workflow Prioritization / New Prospect Development

Account Development and Retention
Presentations and Consultative Selling
Workflow Prioritization / New Prospect Development