

# Dustin Strobel

Westminster, CO

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719-354-1241

## Work Experience

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### **Inside Sales/Customer Service/Production/Manufacturing**

Marketing/Inside Sales - America Cares LLC, Naples, FL. - 7 years

- Evaluated current service needs and product satisfaction levels with established customers.
- Maximized revenues in several programs by implementing creative sales and training techniques.
- Executed calling campaigns targeting direct end-user prospective accounts.
- Created alternative business plans to improve customer relationships.
- Negotiated prices, terms of sales and service agreements.
- Uncovered and qualified prospects and sales opportunities in targeted markets.

Inside Sales - Avid Merchant Services, Naples, FL. - 3 years

- Quoted prices, credit terms and other bid specifications.
- Achieved triple digit growth in territory business base accounts.
- Maximized revenues in several programs by implementing creative sales techniques.
- Examined marketing material with the consumer perspective in mind to increase sales and expand key client base.

Production - Hemlock Semiconductor Operations LLC., Hemlock, MI. - 4 years

- Performed production in cleanroom environment.
- Maintained production quota on weekly basis.

## Education

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### **Diploma in General**

Frankenmuth High School - Frankenmuth, MI

September 1991 to June 1995

## Skills

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Customer Service, B2B