

Jeanne Barletta

Greenwood Village, CO

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Professional Summary

Accomplished and self-motivated sales and marketing professional with extensive and diverse product experience. Excel in client management and services with proven ability to develop long term customer loyalty. Skilled at presenting product features and benefits. Adept at analyzing customer needs and developing marketing strategies that address these requirements.

Sales and Marketing
Time Management
Team Building and Mentoring

Client Retention and Acquisition
Analytical and Resourceful
Flexible, Adaptable, Solution Oriented

Sales and Marketing Experience

Sales and Marketing Coordinator

December 2015 – August 2018

CCI Thermal Technologies, Inc., Denver, CO

- Implemented launch of in-house product training programs to include training room design, agendas, and curriculum assistance development for Class 1 rail customers.
- Market, organize and oversee training programs to include hotel, transportation and meals.
- Provide sales support through new customer research and lead generation for outside sales representatives.

Store Manager

Stuart Weitzman, Palm Desert, CA

March 2012 - March 2015

- Increased annual sales by over 150% within 3 years, resulting in one of the most profitable stores within U.S. chain.
- Exceeded yearly sales goals via strategy, teamwork and organization regardless of business market conditions.
- Trained, motivated and mentored sales team to meet and exceed individual sales goals through client outreach and relationship building skills.
- Implemented in-store customer events to increase sales.

Sales Associate

Escada USA, Palm Desert, CA

November 2011 - March 2012

- Consistently achieved and exceeded sales goals through actively developing new clients and maintaining loyal client following.
- Strong participation and sales revenue from sales events and trunk shows through client outreach.

Sales Associate

St. John Boutique, Palm Desert, CA

January 2005 - January 2011

- Achieved "Million Dollar Sales Status" by consistently developing new clients and maintaining existing client relationships through client outreach, referrals, research and analysis of purchase history and lifestyle.
- Assisted with training and development of new sales associates.
- Assisted with in-store event planning and implementation.