

MIKEL ROGERS

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Willing to relocate to: Broomfield, CO - Lakewood, CO - Arvada, CO

Work Experience

Sales of Instrumentation Analytic products, pumps and meters

DEWCO | Arvada, CO

July 2023 to December 2025

Industrial and Rural Water product Sales of Instrumentation Analytic products, pumps and meters. Rose market awareness from 30% to 40% in one out of state market. Won bids on five wash table pumps and two water Treatment facilities. And solved pH problems on two Agricultural operations in Montana.

Sales of building materials

CORE SOLUTIONS | Colorado

March 2019 to December 2021

Sales of building materials across Colorado. Prepared RFQ's, PO's, ORDERS, and INVOICING. Brought in ten new contractors buying windows, doors, awnings regularly. Increased Sales with existing customers on new and old products we carried.

Wholesale HVAC equipment Sales

COMFORT AIR DISTRIBUTING

May 2016 to October 2016

Wholesale HVAC equipment Sales for professional contractors. Summer employment only.

Sales of Electrical, Plumbing and HVAC parts

BELL PLUMBING AND HEATING CO

February 2011 to September 2015

Sales of Electrical, Plumbing and HVAC parts. Showroom floor Sales. Assisted technicians what could be done from pictures and pointed out upsell products. Guided homeowners on what could be or not on their project from pictures. Set up appointments for techs and outside sales.

Insurance sales

AFLAC

May 2010 to December 2010

Insurance sales to small businesses for employees benefit package which included Life, Dental, Short-term, Long-term Disability, and Accidents. Managers used our sales force to decrease my sales and commissions without my knowledge.

Commercial plumbing Sales

WINNELSON COMMERCIAL PLUMBING SALES

June 2005 to April 2009

Commercial plumbing Sales provided job quotes and specifications of products with O&M's. Negotiated with manufacturers on quotes and delivery of products direct. Worked with a team to land many bids on Medical facilities, Restaurants, large Bathroom groups, and many tenant finishes.

Education

Training program

Skills

Customer returns handling Organizational skills Quality issues Order placement Closing sales leads Customer service problem-solving Stakeholder engagement Client relationship development Order entry Working on construction estimation projects Experience with customer site (as sales environment) Outbound calling Cross-functional collaboration Customer inquiry handling Cost estimate preparation Shipping and receiving inventory management Territory management Customer interaction during outreach Client relationship management Client acquisition Client interaction via phone calls Competitive analysis Construction change order management CUSTOMER RELATIONS OFFICE PAPERWORK TRAIL Territory sales Entrepreneurship Inventory control Payment processing Invoice matching Research Referral-based lead generation Databases Basic math Interior design Account management Deal closing Management reporting Computer literacy Stocking Logistics shipment scheduling Technical presentations (as sales engineering task) Sales follow-up Order fulfillment receiving Client base expansion Sales contract management Sales quoting Task prioritization Post-sales relationship building Decision making Sales Automotive parts sales Telemarketing Management Pricing Customer order taking Client database systems Customer training Shipping and receiving inspections Sales pipeline management Terms and conditions negotiation Team development Bidding project phase Cross-selling Phone canvassing Customer support Productivity software Relationship management Post-sales issue resolution Mechanical blueprint interpretation Sales presentations Customer engagement Customer needs analysis Account maintenance Vendor management Relationship selling Construction sales Vendor relationship building Quality data entry Parts administration experience within retail industry Sales negotiation Collaboration with manufacturing teams Customer data entry Client rapport building Retail customer service procedures Filing Product presentation Customer relationship building Product demos Processing cash transactions Receiving shipments Handling account queries Sales order data entry Lead Conversion International trade regulations Technical customer support solution Activity sales targets Conducting sales calls Handling customer exchanges Truck freight Communication skills Trade compliance Retail sales Sales needs analysis New business target achievement Salesforce Cloud Technical user customer support Returns processing in distribution operations Client growth strategy Office management Stock receiving Customer surveys Continuous improvement MULTITASKING Construction specifications Live chat PROBLEM SOLVING Providing product information Data entry Building material estimation Appointment scheduling Identifying new business opportunities Business development B2B business model Inside sales Interpersonal communication Construction industry experience Teamwork Merchandising display arrangement Client retention Request for proposal Email customer support Schedule management Attention to detail Deposits B2B Meeting scheduling Client file management Stock organizing Lead generation Solution selling approach Team motivation (leadership skill) LISTENING Managing customer accounts Project management Suggestive selling Retail sales transactions Math Material cost estimating Prospecting Microsoft Outlook Corporate sales environment Business

development management Office record organization Price negotiation Sales support Sales strategy Product marketing Microsoft Excel Contracts CRM system proficiency Billing issue inquiries Account development Cross-functional communication Sales automation technologies Post-sales product instruction Opportunity Management Customer follow-ups Consultative selling ERP systems Problem-solving Lead Tracking Increasing sales revenue Time management Phone call management Phone customer support Quality control corrective actions Employee relationship building Achieving sales targets Blueprint specification interpretation Professional networking Promoting products Brochures Marketing Technical Proficiency Closing sales Phone communication Retail store product knowledge Personal protective equipment (PPE) adherence Mobile devices Manufacturing company experience Vendor relationship management Customer records maintenance Automotive industry sales experience Managing clients in a customer support role Purchasing Order inquiry handling Executive administrative support Mail processing In-person customer service Channel sales Order tracking Direct client contact Cycle counting inventory management Regulatory compliance B2B sales Service scheduling Sales management systems proficiency Computer skills Negotiation Order preparation Client inquiry handling Purchase order management Logistics project management Computer operation Email support Public speaking Interpreting technical drawings Customer communication Windows Customer service Leadership Safety protocol adherence Stakeholder management Administrative experience Logistics order management

Languages

English

Certifications and Licenses

Driver's License

Additional Information

Authorized to work in the US for any employer