

Nik Schulz

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Sales Professional with seven years of experience in the logistics and wholesale paper industries. Proven track record of achieving and exceeding sales targets, developing strong client relationships, and driving revenue growth.

Work Experience

Owner

Four Dogs Distributors-Colorado Springs, CO

September 2022 to Present

- Manage all aspects of the business, including strategic planning, operations, and financial oversight.
- Developed and maintain a strong client base, ensuring high levels of customer happiness and retention.
- Streamlined processes and implemented solutions to enhance operational efficiency.
- Deliver goods directly to customer to guarantee complete satisfaction

ACCOUNT EXECUTIVE

The Home Depot-Denver, CO

July 2017 to August 2022

- Secures high-value accounts through consultative selling, effective customer solutions and promoting compelling business opportunities.
- Manages sales cycle from first contact to established customer sale and maintained solid customer base, monitoring changes to customer account profiles.
- Reached average of 118% of sales goals each year.

ACCOUNT EXECUTIVE

Total Quality Logistics-Jacksonville, FL

August 2016 to July 2017

- Identified new business opportunities through cold calling, networking, marketing and prospective database leads.
- Strengthened customer relationships with proactive and collaborative approach to managing needs.
- Recorded and maintained sales prospect and sales data continually and accurately within the TQL customer relationship management system.
- Contacted customers as soon as issues arose to proactively provide resolutions before problems escalated.

Education

Master's in Public Administration

Troy University - Troy, AL

May 2018

Bachelor of Arts in Political Science

University of North Florida - Jacksonville, FL

April 2016

Skills

- Account Management
- Cold Calling
- Business Development
- Salesforce
- Sales Management
- Event Planning
- Negotiation
- CRM Software
- B2B Sales
- Research
- Outside Sales
- Branding
- Product Development
- Recruiting
- Project Management
- Customer Relationship Management
- Presentation Skills
- Marketing
- Public Relations
- Pricing
- Relationship Management
- Business Analysis
- Proposal Writing
- Upselling
- Sales
- Financial Report Writing
- Direct Sales
- Fundraising
- Forecasting

- Microsoft Powerpoint

Additional Information

SKILLS

- Relationship building and management • Goals and Performance
- Progress Reporting • Research and Analysis
- Sales quota achievement • Business Development
- Strategic Selling