

mcns

Monday 1/14 10:00
-needs to fill out app

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Summary:

I take pride in knowing I have accomplished a job accurate and timely. I've had opportunities where I have been a team leader (i.e. Night Manager/Retail and Service Representative). In this particular role I excelled and enjoy the tasks. Being an Account Manager at Nabisco has taught me the importance of paying attention to detail Which has improved my merchandising and writing skills? I also enjoy working with other people and take charge in unsupervised/independent environments. More specific experience is below.

Work Experience:

August 2012 to December 2012

Schwan's

Route Sales Representative

My primary responsibility is selling Schwan's foods products within a sales territory going out and getting new business attracting new customers. Selling to the customers we already have in a timely manner and fashion while ensuring I have adequate inventory to service the customer. Managing with in time windows that are given to each and every customer and making sure that I make a Sales call on everyone within the sales territory each and every day and making my sales target for the day.

October 1997 to April 2010

Nabisco/Kraft Foods Inc.

Sales Representative

My primary function at Nabisco/Kraft involves day to day account management within the Southern Minnesota territory. My duties include selling of all Nabisco products, working on displays, and advertising in Rochester and small communities. I also maintain shelf integrity, displaying new items, manage personnel, maintain schedules, manage Approximately 7,000 stock keeping units. The Nabisco/Kraft Company sells many products such as Oscar Meyer, Kool Aid, and Oreos. A key factor was my desire to Keep my accounts satisfied. Sometimes this requires account service outside of my normal schedule. I enjoy the relationship with my account base and believe we have an outstanding rapport.

January 1997 to October 1997 International Business Machines
Shipping/Receiving Clerk

My main responsibility was to manage the shipping and loading dock. The specific duties included: loading and unloading semi trailers and operating a fork lift truck. To effectively make sure we move products on time it was essential that we worked within a team environment.

January 1993 to January 1997
Sam's Club

Sales Representative

In the 4 years at Sam's Club I had a variety of tasks. This included working the loading dock and driving fork lift. I was also responsible for restocking of merchandise and eventually as a merchandiser in a variety of departments. These departments included; seasonal merchandise, electronics, hardware office supplies, office furniture, women's and men's fashions, and health and beauty.

July 1988-May 1990 and August 1990-December 1992

Mr. P's Grocery

Sales Representative

Mr. P's experience involves two different locations. I gained a lot of experience in these jobs and eventually became night manager. As a night manager I was required to Make sure all shelves were restocked prior to the morning "busy time" and the entire employees were properly supervised. Since we were open 24 hours a day, I also had customer contact when problems arose.

References available upon request