

Sylvia M. Brookshire

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Accomplished and results-driven Sales Representative with thirteen years experience adopting proven methods to nurture both business and public client relationships, generate leads, and reach and exceed target goals for overall operational and personal success.

Experience

Marketing Specialist/Parliament Marketing

801-649-6290

August 2019 – April 2020

Direct-to-consumer marketing and lead generation, worked with hospitality companies to generate leads at events around Denver, Salt Lake City, and Sacramento.

Promoted to marketing position from entry level position after only two months.

Number one amongst peers.

Outperformed my supervisor 95% of the time.

Slated for a sales manager position for the Denver market before COVID-19.

Highest closing rate in the Denver market (83%).

Broker Associate/Keller Williams Urban Elite

303-458-0100

Nov 2017 - Present

Licensed real estate agent providing both buyers and sellers marketing and purchasing of property for the best price, under the best terms. Complete control of process from lead generation to closing table.

Proficient in CTMe, Supra Key, MLS, Designated Realtor, GJARA, and Social Media usage towards lead generation.

Territory Sales Representative/Patterson Dental Western CO

303-393-1081

June 2007 – Jan 2016

Responsible for driving profitable sales growth by developing, maintaining, and advancing accounts through regular contact with dental offices within a defined territory.

Developed a "Practice Partner" mentality with doctors and staff by analyzing business needs, discussing benefits and features of equipment and technology solutions, coordinated product demonstration, explained benefits of return on investment and tax advantage.

Successfully presented and distributed over 127,000 individual products ranging in cost from .02 to \$319,000, As well as complete build out of new office project management.

Educated clients on emerging trends in the dental industry and how our operation

could help keep their business up to date and profitable in a competitive market.

Maintained highly accurate records for prospects, customer orders, sales records, and other financial activity.

Grew a \$0 dollar territory into a three million dollar yearly business within three years.

Received Presidents Trip to Napa Valley for excellence in sales and service 2013.

Highest market share on the Western Slope even amongst competitors.

Received extensive training from manufacturer partners in chemical and mechanical aspects of represented products.

Managed 168 business to business relationships on a daily basis creating raving fans every step of the way.

Service Coordinator/ Patterson Dental Denver CO

303-393-1081

May 2005 – June 2007

Responsible for coordinating, scheduling, and dispatching all branch technicians in a profitable, professional, service oriented manner.

Triaging calls and inquiries from customers, assigning and scheduling service requests from clients and company personnel, managing resources efficiently and effectively for all scheduled service requests.

Worked closely with branch procurement and monitored life cycle of all service orders.

Education

Kaplan University

Real Estate Training

Completed Oct 2017

I was able to pass both my State a National Exam on the first attempt.

Iver C. Ranum High School

Completed May 1996

Honor student, Varsity Soccer, Band.

References

Provided upon Request
