

Vanessa Jensen

Lead Sales and Compliance Representative - JGB Ventures LLC

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Talented and goal-driven senior sales representative achieving goals in the industry for over 12 years. Searching for a advancing career and looking to use exceptional speaking and listening skills and the strong ability to connect with customers on a personal level.

Work Experience

Lead Sales and Compliance Representative

JGB Ventures LLC - Denver, CO

August 2014 to Present

Suggest ways to improve sales through new sales promotions.

Contacted existing and new customers to discover their needs and to explain how certain products could be useful to them.

Educated customers about product options to exceed their experience.

Facilitated stock management and inventory, conducting routine inventory audits and cycle counts.

Represented the store as an ambassador in a positive and professional manner.

Created a plan for a social media marketing strategy in order to have stronger customer and client interactions.

Analyzed efficiency of purchasing procedures and implemented new programs to make the process run more smoothly.

Logged incoming and outgoing inventory to ensure proper flow and timely orders.

Researched products and suppliers to explain to management the reason for purchases.

Senior Training Store Manager

Caribou Coffee - Edina, MN

February 2008 to May 2014

Analyzed sales and performance data of a client and developed training goals to focus on improvement.

Created materials for training in the retail coffee industry for new hires.

Developed new employee handbooks to reflect corporate goals and mission statement.
Implemented standard training procedures for a company that was looking to increase employee performance.

Led corporate workshops with employees in order to increase skill proficiency for workers.

Trained a team of employees in the human resources department in the areas of interviewing, resume reviewing and recruiting in order to make hiring more effective.

Established strong business relationships and created a deadline-driven team.

Effectively executed visual merchandising and marketing initiatives.

Documented, filed and sent accounts receivables for approval.

Education

Normandale Community College - Bloomington, MN

University of Minnesota - Minneapolis, MN