

# Arionne Rickerl

Field Sales Professional

## Profile

I am a Field Sales Professional with experience in managing and executing sales strategies. I have a proven record of success in achieving targets and building relationships with customers. I am passionate about sales and thrive in fast-paced environments. I am an excellent communicator, negotiator, and problem solver. My goal is to provide superior customer service while maximizing company profits.

## Employment History

### Field Sales Manager at Meta, CA

Feb 2022 - Present

- Achieved top sales results in the field regionally by consistently meeting and exceeding quarterly targets
- Grew revenue streams by successfully developing and implementing new business strategies with existing clients
- Promoted to Field Sales Manager after two years of high achievement in role
- Recognized as Top Performer by company leadership for outstanding contribution to bottom line monthly/yearly
- Received numerous awards from clients for excellence in customer service

### Sales Rep. at Microsoft, WA

Aug 2016 - Jan 2022

- Achieved 100% of sales targets set by the company
- Led a team of 5 field sales representatives and increased territory revenue by 20%
- Successfully implemented new product launch in assigned territory resulting in 15% increase in market share
- Created and executed strategic plan that resulted in 10% growth YOY for 3 consecutive years
- Negotiated large volume contracts with key customers yielding \$5M+ annually in incremental revenue

## Certificates

### Field Service Technician (FST)

Nov 2020

### Associate Certified Field Associate (ACFA)

Nov 2019

### Certified Sales Professional (CSP)

Feb 2018

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## Education

### Bachelor's in Business at University of Michigan, Ann Arbor, MI

Aug 2011 - May 2016

Some technical skills I learned while studying for my Bachelor's degree in business or sales are: effective communication, writing persuasive emails/sales proposals, and using various software programs (CRM, Excel, PowerPoint).

## Links

[linkedin.com/in/arionnerickerl](https://www.linkedin.com/in/arionnerickerl)

## Skills

Prospecting

Cold calling

Building relationships

Closing deals

Time management

Hunter' mentality

I.e., going after new business)

## Languages

English

Bengali