

Nonie Guttman

National Sales
Controller

Details

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403-906-6938

25 Church Street, Pittsfield, MA 01201

Profile

A National Sales Controller with over 3 years of experience in business management and sales. Proven ability to increase sales, develop strategies and create long term relationships with clients. A dynamic individual who is able to work independently and as part of a team. Committed to providing excellent customer service at all times

Employment History

National Sales Controller at Coca Cola Bottling Company of Los Angeles, CA

Apr 2022 - Present

- Helped increase sales by 15% over a 3-month period through effective management and training of the sales team
- Introduced new incentives and quotas that helped improve motivation amongst the sales force, resulting in an extra 5% growth in sales
- Implemented a successful strategy to reduce returns/cancellations by 7%, saving the company \$120,000 per month
- Successfully negotiated discounts with key suppliers which helped lower costs by 4% without compromising quality
- Managed teams of up to 30 people during busy periods, ensuring targets were met while maintaining high levels of customer satisfaction

Sales Rep. at PepsiCo Sales, Inc. Houston, TX

Jul 2019 - Feb 2022

Exceeding sales targets by 15% in the first year of tenure

Achieving record market share for the company within 12 months

Increasing productivity levels by 20% through implementation of innovative field strategies and practices

Restructuring Sales operations to drive increased efficiencies and cost savings of 7%

Designing & leading a comprehensive training program for new hires which resulted in a 30% decrease in time-to-competency

Education

Bachelor's Degree in Business at Case Western Reserve University, Cleveland, OH

Aug 2014 - May 2019

Some technical skills I learned while studying for my Bachelor's degree include: time management, organization, critical thinking, and problem solving.

Links

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

Skills

Actively observing and analyzing sales process and metrics



Continuous Process Improvement



Thorough understanding of MS Office applications, especially Excel (advanced functions: VLOOKUPS, pivot tables) and PowerPoint



Prioritizing work to meet deadlines in a fast paced environment while maintaining high level quality standards



Ability to conceptualize complex issues and develop innovative solutions that best fit the needs of the business



Excellent verbal, written communication skills

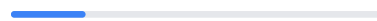


Languages

English



French



Certificates

Chartered Financial Analyst (CFA)

May 2019

Certified Management Accountant (CMA)

Aug 2017