

Candace "Candy" Cummings

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Summary- A highly organized Territory Sales Professional with 15+ years in outside sales. Described by customers and peers as innovative and attentive to details with outstanding follow-up. Client-focused and results oriented. Exceptional relationship-building skills and a stellar reputation.

Highlights

- Regional territory specialist
- Proven sales track record
- Accomplished in relationship selling
- Trained in business development
- Detail-oriented
- Exceptional time management
- Friendly and cheerful
- Approachable
- Self-sufficient

Experience

Halo Branded Solutions

January 2018- May 2019

Account Manager

Grandview, Heights, Ohio

- Coordinated drop ship and program order details with corporate staff
- Communicated extensively with manufacturers and clients via phone and email regarding orders & shipping information
- Organized client presentations, including product research & recommendation; virtual samples; creation, printing & distribution of flyers or mailers; and obtaining pricing with direction or approval from Account Executive (AE)
- Work with onsite customers with ordering, product suggestions, and inventory management.

Self Employed

May 2016- January 2018

Virtual Assistant

Columbus, Ohio

- Contracted with Promotional Products distributors as a Virtual Assistant
- Product Research, Quoting, and Presentations
- Communicated with Suppliers for best pricing and product availability

The M&M Sales Company

May 2016-May 2017

Account Manager

Columbus, Ohio

- Road Salesperson representing 9 individual manufacturers in the Greeting Card/Gift Industry
- Offer service of greeting card lines including reorders, resets, and seasonal greeting cards
- Order all authorized items while maintaining proper inventory levels at assigned locations
- Organize inventory and control/minimize overstock
- 100% commission based

Bloomnet- A Division of 800 Flowers
Marketing Consultant
Columbus, Ohio

October 2015- May 2016

- Identify local florists in a given territory and present membership services.
- Offer Point of Sale, Directory, and Product solutions to florists
- Provide additional customer service to existing member florists
- Contact is 90% telesales and 10% field visits.

Fey Promotional Products Group
Territory Sales Representative
Edgerton, MN

Nov 2013- Oct 2015

Territory: Ohio, Michigan, Indiana, Kentucky

- Product Specialist and Sales Consultant for all three Fey Lines including Mi Line and Reflectix
- Promoted the company's products and services whilst building relationships with new and existing accounts
- In one year, increased sales in given territory by 8% and increased the new account base
- Worked directly with Executive Staff to implement new sales programs and mentored junior sales people.

Tagmaster- A Division of Dard Products
Regional Sales Representative
Evanston, IL

July 2012 to Sept 2013

Territory: Ohio, Michigan, Indiana, KY

- Created strategies to develop and expand existing customer sales.
- Trained inside Sales Team in CRM (Salesforce).
- Shared product knowledge with customers while making personal recommendations.
- Emphasized product features based on analysis of customers' needs.

Bodek and Rhodes
Outside Sales Representative
Philadelphia, PA

August 2011 to July 2012

Territory: Ohio, Southern Indiana, Kentucky, West Virginia

- Sold to Promotional Products Distributors, Decorators, and Uniform Companies presenting the full suite of brands carried by Bodek and Rhodes.
- Answered customers' questions regarding products, prices and availability.
- Responded to all customer inquiries in a timely manner.
- Average of 14-16 appointments per week

Logomark
Regional Sales Representative
Tustin, CA

August 2007 to July 2011

Territory: Ohio, Michigan, Indiana, KY, Western Pennsylvania

- Surpassed annual quota by 20%.
- Answered customers' questions regarding products, prices and availability.
- Emphasized product features based on analysis of customers' needs.
- Attended trade shows and sales conferences.
- Scheduled and attended at least 14 appointments per week.
- Responded to customer inquiries in a timely manner

Education

Ohio University
Bachelor of Arts French

1993

References Available Upon Request