

Alex Stencel

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Sales/Driver Professional

Profile A seasoned sales professional with a proven track record of exceeding quotas

- Five and a half years of strong outside sales experience
- Extensive cold calling experience
- Exceptional communication and presentation skills
- Passionate about building strong relationships with clients
- Powerful consultative sales approach and a proven closer

Experience

CR England
Professional Driver

Salt Lake City, UT
2012-present

- Completed all classroom and Otr phase 1 and phase 2 training
- Proficient in pre and post trip inspections plus the air brake test
- Current endorsements on CDL include, hazardous materials, tankers, doubles and triples and passenger
- Ability to perform successful alley docking, backing, parallel parking and right and left turns
- Ability to perform current load on time in a safe and professional manner

CDS Office Products
Outside Sales Representative

Huntington Beach, CA
2011-2011

- Sales representative responsible for introducing an office supply company into the California school supply business
- Territory's all of southern California
- Introduction to school districts with new company strengths to grow new Business
- Growing manufacturer relationships so company get the equal competitive Pricing same as the competition
- Building warehouse inventory equal to California schools needs and Standards
- Consistent cold calling and innovative strategies to break a new company in a very competitive industry

Southwest School and Office Supply

Ontario, CA

Outside Sales Representative

2005-2011

- Sales representative responsible for growing company market share and revenue through new business development and penetration of existing accounts
- Territory's, Orange, San Diego and parts of Los Angeles counties
- Sold to school districts and schools, public and private
- Performance to yearly percentage increase in volume and profit sales
- Knowledge of all major manufacturer brands in the office and school supply industry i.e. Hewlett Packard, Pacon, Sanford, Bic, Crayola, Sanford, Dixon, Esselte and Mead
- Sold specialty products in custom ruling newsprint and bond paper

Key Achievements:

- *Consistently ranked within the top 3 of salespeople company wide*
- *Exceeded quota of \$200,000 new business per year by an average of 10%*
- *Managed a \$3,000,000 book of business, with an average annual growth of 15- 30%*
- *Awarded "Rookie of the year" honors in 2006 – reserved for top producers in company for first complete year in sales*
- *Awarded trip to Miami in 2010 as recognition for outstanding sales performance*
- *Reclaimed a 300K account that had not done business with Southwest in over a year*

DHL Worldwide
Supervisor Lead

San Marcos, CA
2002-2005

- Efficient and safe delivery and pick-up of packages, while representing the company in a professional manner
- Hired to maintain a fast paced environment in the import and export of customer merchandise
- Territory was North County San Diego
- Answered customer questions on DHL features of service, and kept customers informed about the company and its services
- Seeker in additional business from current customers and attempted to gain new business
- Trained new drivers in there territory and in DHL policies and standard operating procedures

Education

John A. Rowland High School (Rowland Heights, CA) class of 1995

Attended Cerritos junior college 1995-1997

100+ Hours of sales training

Activities

Earned 1st team all league honors Rowland High School baseball 1995