

Marie Zitver

Sales Representative

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Links

[LinkedIn](#)

Skills

Territory Management

Account Management

Pipeline Management

Solution Selling

Relationship Building

Customer Advocacy

Customer Success

Customer Service

Customer Satisfaction

Customer Experience

Customer Retention

Cross-Selling

Market Penetration

Lead Generation

Lead Qualification

Prospecting

Cold Calling

Presentation Skills

Problem Solving

Analytical Thinking

Upselling

Negotiation

Team Management

Proposals

Sales Blitzes

Social Media Marketing

CRM

Data Entry

Networking

Team Collaboration

Experienced Sales Professional in both B2B and B2C environments, known for building strong customer relationships and delivering tailored solutions. Proficient in customer retention, enhancing operational efficiency, market penetration, and driving business growth, as well as committed to achieving company success through innovative approaches, team collaboration and mentorship.

Employment history

Rental / Lease Sales Executive, Sep 2023 - Dec 2023
Kenworth of Florida / CSM Companies

Florida

- Managed operations across 4 locations, ensuring smooth workflow and high efficiency.
- Introduced and promoted new rental and lease options, boosting customer interest.
- Collaborated with VP to develop policies, enhancing operational efficiency.
- Built and managed external relationships, identifying new business opportunities.
- Designed key system organization processes, preventing key loss/misplacement.

Regional Sales Manager, Orange EV Jan 2023 - Jun 2023

Florida

- Managed sales territory in Florida & SE Georgia.
- Educated prospects on EV vs. diesel terminal tractors.
- Conducted needs analysis and total cost of ownership assessments, highlighting ROI benefits for potential clients.
- Evaluated facilities for electrical capacity, ensuring compatibility with yard dogs.
- Developed and executed sales strategies, resulting in measurable business growth.

Regional Sales Manager, Merchants Fleet Sep 2022 - Dec 2022

Florida

- Open, national territory, promoting the rental product line to expand market reach.
- Built and nurtured client relationships.
- Managed complete sales cycle from prospecting to closing, ensuring smooth transitions.
- Rented class 2-8 pickup trucks, meeting diverse client needs and boosting revenue.
- Leveraged MS Teams and in-person presentations to enhance client engagement, adapting communication strategies for diverse audience needs.

Enterprise Lead Generation Specialist, Feb 2022 - Jul 2022
Azuga, Inc., A Bridgestone Company

Florida

- Managed 11-state territory, generating leads through cold calls and emails, setting up sales meetings.
- Coordinated calls with prospects and sales managers to close the sale.
- Ensured data accuracy in Salesforce and Outreach.
- Pre-qualified prospects, arranged appointments for field sales, contributing to sales pipeline growth.

National Vehicle Sales Manager, Feb 2021 - Aug 2021
Corcentric, Inc.

Florida

- Led sales for Great Lakes region, managing 5 states and boosting sales performance.
- Oversaw used truck sales and fleet acquisition, achieving measurable growth.
- Assessed and inspected prospective units, negotiating deals and securing storage facilities nationwide.
- Delivered re-marketing services, aiding companies in selling trucks efficiently.

Skills

Mentorship

Territory Management

Sales Forecasting

Event planning &
management

Interpersonal Skills

Employment history

Rental Account Manager, Ryder, Inc. _____ **May 2016 - Feb 2021**

Florida

- Led a top-performing sales territory, surpassing quotas of \$1M rental and \$400K lease revenue. Managed 500+ accounts, driving growth through acquisitions and retention.
- Spearheaded impactful social media marketing initiatives, gaining recognition from company leadership for driving customer engagement and brand visibility and was used as an example for sales training across all product lines nationwide.
- Fostered team synergy, mentoring a continuously changing 5 person team to achieve significant deals, establish major fleet growth and top revenue-generating locations across the territory, while assisting with their development and career path within the company.
- Strategically expanded market presence through new customer acquisitions and existing business growth, consistently surpassing rental and lease revenue targets.
- Conducted location financial audits, recovering over \$80K in lost revenue and rectified discrepancies, enhancing overall financial accuracy and performance.
- Organized and managed non-profit participation events for the Central Florida team, boosting community engagement and brand reputation.

Summary of Additional Employment History

11 year career in Property Management and Real Estate

Prior to career shift to transportation

- Positions Held: Realtor, Property Manager, Assistant Property Manager, Leasing Manager and Leasing Professional
- Oversaw single family homes, boutique apartment buildings and apartment communities of various sizes, graded from A-C .
- Recognized for high closing ratios by the Bay Area Apartment Association & property revenue achievements by my employer.

(Additional details available upon request)

Education

St. Petersburg College, St. _____ **Aug 2008 - May 2011**

Petersburg, FL

Pima Community College, Tucson, _____ **Jan 2004 - May 2004**

AZ

Santa Fe College, Gainesville, FL _____ **Aug 2002 - Dec 2003**