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|   | Kaitlin Gates |
| CONTACT3 Shady GladeGlen Carbon, IL 62034618.670.7114Kaitlin.gates@hussmann.comAdd me on LinkedIn!CommunicationMy strongest attribute is identifying the right communication style for each customer. I work to understand the customers communication preference and then focus on their needs in terms of commercial equipment. LeadershipI served as the President of Delta Sigma PI, a co-ed business professional fraternity at SIUE. I helped the organization by hosting community, professional, fundraising, and social events. Total Members 50 membersRecruited 25 members | EducationSouthern Illinois University Edwardsville, IL – Graduated 2016Bachelor of Science in Business / EntrepreneurshipRelate Coursework: Managerial Accounting, Financial Management, Economics, Computer Science, and Marketing ExperienceApril 2020- Current (3 years 7 months)Sales Representative at Hussmann in Bridgeton, MODevelop existing and new customer relationships. Work with retailers to understand their merchandising and refrigeration needs. Then, create a proposal for all equipment and services Hussmann can provide. Ensure the customer needs are met and assist with any post-sale support. July 2018- April 2020 (1 year 10 months)Sales Trainee at Hussmann in Bridgeton, MOCross-train throughout the organization to gain a new perspective of the manufacturing and sales cycle. In addition to growing my knowledge of Hussmann’s portfolio and market trends.October 2016- July 2018 (1 year 9 months)Account Manager at American Deli Products in Valley Park, MO Serve as the lead point of contact and ensure the timeliness of delivery for Boar’s Head products. Identify and grow new opportunities within the territory. |