|  |  |
| --- | --- |
|  | Kaitlin  Gates |
| CONTACT 3 Shady Glade  Glen Carbon, IL 62034  618.670.7114  [Kaitlin.gates@hussmann.com](mailto:Kaitlin.gates@hussmann.com)  Add me on LinkedIn! Communication My 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. Leadership I 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 members  Recruited 25 members | EducationSouthern Illinois University Edwardsville, IL – Graduated 2016 Bachelor of Science in Business / Entrepreneurship  Relate Coursework: Managerial Accounting, Financial Management, Economics, Computer Science, and Marketing ExperienceApril 2020- Current (3 years 7 months) Sales Representative at Hussmann in Bridgeton, MO  Develop 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, MO  Cross-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. |