

Michael Wesolek

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EXPERIENCE

Samsung Electronics
America

Field Sales Manager

April 2014 to Present

Oversee 66 stores throughout Northern and Eastern Arizona

- Built strong relationships with staff that emphasized brand loyalty.
- Ensured proper merchandising, coaching, and field training of clients.
- Dramatically increased market share in the region.
- Ensured that sales goals were accomplished or surpassed.

Team Mentoring

- Valued member of Samsung's Mentor Program since January 2015.
 - Training of new-hires for Southwest Region.
- Samsung Southwest Leadership Team 2016 & 2017.
 - Helped produce training curriculum for the West Coast Team.
- FSM Leadership Council 2018
 - Working on nationwide effort to reinvigorate day-to-day operations of the Field Sales Team.

- FSM of the Year 2015 & 2017 (Southwest Region – Phoenix/Albuquerque)
- Southwest Training New Hire Training Call Facilitator 2016
- Second Highest Participation of Samsung Elite program in nation 2017
- Finalist FSM West Regional MVP 2nd and 3rd Quarter 2017
- Q3 2017 2nd in the West for Sales Achievement
- Q3 & Q4 Top Performer Southwest Region

AWARDS

SKILLS

- ♦ Customer Relations
- ♦ Solution & Value Selling
- ♦ Sales Pipeline Expansion
- ♦ Team Mentoring
- ♦ Proven Sales Results
- ♦ Innovative Thinking