

Michael Wesolek

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Management • Sales • Training

Core Knowledge & Skill Areas

- Customer Relations
 - Team Mentoring
 - Solution and Value Selling
 - Proven Sales Results
 - Sales Pipeline Expansion
 - Innovative Thinking
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Highlights of Accomplishments and Experience

Samsung Electronics America ***Field Sales Manager*** ***4/2014 to Present***

- **Role:** Accountable for developing strong relationships and incorporating the importance of brand loyalty across 66 stores throughout Northern and Eastern Arizona. Additionally, directly accountable for the planning and implementation of all of Samsung Electronics America's directives concerning field training of clients, coaching, and ensuring and executing proper merchandising, all while dramatically impacting market share, and insuring that sales goals are accomplished and/or surpassed.
- **Achieved Quantitative Results:** Successfully delivering new product launches, enhancing software services, and augmentation of current information on premium wireless devices along with updated features and benefits.
 - FSM of the Year 2016 (Southwest – Phoenix/Vegas Region)
 - Southwest Training New Hire Training Call Facilitator
 - Second highest participation of Samsung Elite program in nation 2017
 - Finalist FSM West Regional MVP 2nd and 3rd Quarter 2017
 - Leadership Team 2016 & 2017
- **Mentoring:** Selected for Samsung's Mentor Program in January 2015 to help on-board new hires and get them acclimated to the day-to-day operations of a Field Sales Manager which entailed communications, questions, and procedural issues. In 2016 ^ 2017 this role transitioned to the Samsung Southwest Leadership Team where these skills were honed to prepare the training curriculum for the entire west coast team. Currently working with a five man team to reinvigorate the training for day to day operations of field sales team.

Education ***Phoenix, Arizona*** ***Rio Salado College (on-line)*** ***08/2012 to 08/2015***

- Associate's Degree in the Arts.