

Joshua Pfeuffer

Aurora, IL 60506

EDUCATION

Illinois State University

Bachelors of Science in Public Relations G.P.A 3.2

May 2012

Waubensee Community College, Sugar Grove, IL

Associates of Science in Marketing G.P.A 3.0

May 2009

WORK EXPERIENCE

Account Executive & New Hire Trainer

Martin Whalen Office Solutions

Channahon, IL

April 2014 – Present

Account Executive

- Analyze business's current work flow and suggest products and services based on data (Xerox Equipment)
- Maintain current customers
- Cold call businesses in person and via phone
- July 2014- Won contest for best Product Demonstration
- August 2014- Was moved to smallest territory to organically grow the western suburbs
- Grew above territory by 125% year to date
- Led commercial sales representatives at Channahon office for overall revenue in first quarter of 2015
- Xerox 7800 Series Product Champion
- Currently mentoring an inside sales representative to help move to outside sales
- Promoted to field sales trainer for all new sales hires

Jewelry Consultant

Bremer Jewelry

Bloomington, IL

March 2013 - March 2014

- Consult new and existing clients on new trends and styles in both fashion and bridal jewelry resulting in over \$320,000 in retail sales
- Effectively communicated new brands and product lines to guests
- Effectively used social media to grow the Bremer brand throughout central and northern Illinois
- Tasked with meeting and exceeding sales goals on a monthly and quarterly basis
- Worked with the marketing team to spread the Bremer brand at various community events in the Bloomington-Normal area

