

# WALTER E. WELLS

## SENIOR SALES CONSULTANT

OPTIMIZING CUSTOMER EXPERIENCES ♦ MAXIMIZING SALES

Mobile: 404-716-1213  
wewells@gmail.com

### About Me

“My key strengths are building customer relationships, selling value and benefits, and providing extraordinary levels of customer service and support.”

### Areas of Expertise:

- Consultative Sales
- Product Knowledge
- Social Media
- Sales Forecasting
- Product Introductions
- Needs Assessment
- Strategic Planning
- Customer Service
- Relationship Building
- Direct Sales
- Presentations
- Quality Assurance
- Business Development
- Prospecting/Cold Calling

*Build customer loyalty, repeat, and new business through superior customer service, relationship-building, resourcefulness, problem-solving, and persistence.*

## PROFESSIONAL EXPERIENCE

FLANDERS INC., Atlanta, GA

2006–Present

### Senior Sales Consultant

Recruited to set and achieve sales objective, both independently and in collaborative settings. Established rapport and developed positive, professional relationships built on trust, problem-solving, and a demonstrated commitment to meet their needs.

- Rank among top performers, consistently meet or exceed sales objectives that require significant new as well as retained business.
- Successfully increase sales to existing customers through relationship-building and cross-selling, demonstrating thorough knowledge of products that gives credibility to product recommendations.
- Consistently demonstrate responsiveness, strong customer focus, and ability to build strong customer relationships. Serve as an ongoing customer resource and solutions provider.

DART CONTAINER CORPORATION, Buford, GA

2006

GREAT SOUTHERN WOOD PRESERVING, Conyers, GA

2004–2005

COAST TO COAST LOGISTICS, Decatur, GA

2003–2004

### DRIVER

Drove to and from designated locations, verifying loads to shipping papers, maintaining record of duty status according to state and federal regulations, and performing pre- and post-trip inspections.

- Utilized excellent communication, organization, and problem-solving skills while interacting with customers, maintaining trip logs, and coordinating vehicle inspections and repairs.
- Resolved customer requests, questions, and complaints frequently requiring analysis of situations to determine best course of action.

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WAL-MART DISTRIBUTION, Monroe, GA

2001–2003

### Order Filler

Performed a variety of warehousing duties, including accurately stocking, pulling, and picking orders, and utilizing RF computer systems for deliveries to Wal-Mart Super Center stores.

- Demonstrated proficiency in using computers and inventory scanning devices in daily warehouse operations.
- Provided outstanding customer service and worked quickly to satisfy customers' needs.

UNITED STATES ARMY, Fort Hood, TX

1999–2001

### Administrative Specialist

Provided high-level administrative support, typing military and nonmilitary correspondence in draft and final copy. Employed basic principles of English composition and grammar while preparing correspondence. Assembled final documents for review, authentication, or other disposition. Opened, sorted, routed, and delivered incoming correspondence and messages.

- Built and deepened strong, stable working relationships with enlisted military personnel and officers, building rapport and maintaining consistent communication.
- Streamlined document flow and enhanced records management.

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## EDUCATION & TRAINING

### Candidate for Bachelor of Science in Marketing Management

WESTWOOD COLLEGE, Atlanta, GA

### Certificate, General Educational Development (GED), 2008

DEKALB TECHNICAL COLLEGE-Covington, Georgia

### Certificate, Georgia Driving Academy, Conyers, GA, 2004

Licensure: CDL with Class A