**Daniel A. Rosenau**

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# SALES MANAGER

Focus: Cellular Sales

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| Value Offered | 4 years of experience leading performance driven metrics in a retail environment.  Proven track record of driving focused metrics including sales and customer service scores.  Specialized skills in cellular sales and interpersonal communication across all types of customers.  Strong command of time management, priority tasking, team management, coaching and managerial paperwork.  Expert relationship builder, team developer, negotiator and sales strategist. |

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| Key Skills | Customer Focused Thinking  Consumer Relationship Development  Sales Team Training & Management  Interpersonal Communication | Contract Handling  Long Sighted Sales  Key Account Management  Sound Sales Predictions |

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| Career  Progression | **Store Manager- Pizza Pipeline, Missoula MT, 2007-2009** | |
| Customer Service Specialist- Accent Marketing Solutions  Retail Store Manager-  Wireless Lifestyle | Farmington MO, 2009-2010  Warrensburg MO, 2010-2012 |
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| Progressed through a series of promotions, culminating in my promotion to Retail Sales manager of the Warrensburg location. Over my 2 year tenure at Wireless Lifestyle I was awarded top sales position more than 12 times and won many sales contests including new smart phones, sporting and concert events and much more. | |

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| Achievement Highlights | Was awarded Top Sales awards for 12 out of 24 months at the Warrensburg location: |
|  | Averaged a Year over Year increase of 12% in monthly phones sold for both New and Total activations and 15% YoY increases for monthly accessory sales.  Built an A-caliber team of young dedicated sales talent. Recruited staff; led ongoing mentoring/training on Wireless Lifestyles product line; and coached personal sales, customer care and closing best practices. |

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| Education | UNIVERSITY OF MONTANA — Missoula, MT  *Major in Communication* |

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| Languages | Basic understanding of French. Fluent with Google Translate. |

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| Technology | MS Office (Word/Excel/PowerPoint/Access/Project), Streaming Media, Windows (all), Most anything web based, Google Drive, POS Systems, Activation Portals, SNAP, can learn anything. |