

Vickie Woodroof

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Work Experience

Stouse, LLC (formerly MagnaPlus)

New Century, KS

Key Account Manager

Oct. 2013 – Nov. 2020

- Meet with current and potential clients and provide them with creative solutions for their advertising needs
- Conduct product presentations and demonstrations to enhance customer's knowledge and visibility of Stouse's products
- Solicit potential customers by means of trade-show follow-ups, drop in visits and cold calls
- Establish and strengthen relationships with new and current clients through face to face visits, and Zoom meetings while offering unique ideas and treating all clients like they are my number one priority
- Foster relationships with both National and Regional clients
- Attend and staff all National Trade-Shows and Regional Trade-Shows
- Sales Territory has grown on average 15% every year
- Completed and received certificates in various sales training programs including SALT (Strategic Account Leadership Training) and Sandler Sales Training

Barton Nelson, Inc.

Kansas City, MO

Regional Sales Manager

Jan. 2009 – Sep. 2013

- Managed all client accounts, both large and small, within my 6-state territory
- Collaborated with the Corporate Sales Manager to come up with exclusive quarterly specials and sales collateral
- Met regularly with the Corporate Sales Manager to discuss and take action on reports, ideas and concerns
- Worked with all National clients including Proforma, Geiger, Kaiser and Blair, AIA

Customer Service

May 1998 – Dec. 2008

- High volume call atmosphere. Received an average of 80 calls a day.
- Responsible for providing accurate pricing, product knowledge as well as performing as the liaison between the client and production team providing necessary information.