

TRINA MIGDAL

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PROFILE

Dynamic, results focused sales lead with seven years in the promotional products industry. Providing the highest quality of customer service to enhance and build relationships. Positively impacts client perception through creative marketing ideas. With a diverse background, my skillset and knowledge will be a perfect addition to your team.

SKILLS

- Excel | Word | Power Point
- Multi-Tasker
- B2B Sales
- CRM Management
- Sales Strategist
- Problem-Solving
- Computer Literacy
- Project Management
- Strong Communication
- Negotiation
- Workflow | Process Implementation
- Presentations | Webinars | In-Person
- Virtual Contact: Zoom | Slack | Teams

EDUCATION

ASHFORD UNIVERSITY

Bachelors Project Management |
In Progress

BRYANT & STRATTON

AS Business Administration | 2014

VOLUNTEER

LifeLink of Georgia and Florida
Donate Life | 2022

EXPERIENCE

SENIOR ACCOUNT SERVICE ADVOCATE

Fresh Beginnings | Supplier of Promotional Food Gifts | 2015 -2022

- Supervise, Support, Coach and Train sales team and support staff
- Utilize CRM to monitor and track incoming opportunities, pull reports and create targeted call campaigns
- Update and implement workflows and processes to improve time efficiency
- Present product at in-person industry tradeshows and Webinars
- Responsible for lead assignments to sales team
- Manage new and existing accounts
- Contact prospects through phone and email
- Provide product recommendations with comprehensive quotes
- Handle multiple monthly | quarterly | annual release programs
- Attend Promotional Product Tradeshows: ASI | PPAF | EME
- Act as a consultant and make product recommendations to promo partners
- Work with management, graphics, and marketing on campaigns and Content Driven Sales
- Top salesperson for last four years with increased volume average of 10-12% each year

UNDERWRITING TECHNICIAN

Parsons & Associates, Insurance | 2010 - 2015

- Booking, Invoicing, and Mailing customers' renewed policies
- Provide Customer Service for policy inquiries, questions and complaints

CLAIMS ADJUSTER TRAINEE | FAST TRACK

Auto One Insurance | 2005 - 2009

- Document Initial Claim and Analyze Policy Coverage
- Investigate and complete interviews with involved parties
- Dispatch appraisers to complete inspection of damaged property
- Negotiation and settlement of total loss and subrogation claims
- Make determination of comparative negligence