

# **Fred Frieberg**

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***I am king of sales! call me... hire me... win!***

## **SUMMARY**

***Flexibility / Confident / Honest / Action-oriented***

***Action-oriented / Detail Oriented / / Proactive***

I am the greatest salesperson that ever lived! I am motivated to succeed with a deep desire to be very rich. The last options I had was gravy for everyone! All I did was sell, sell, sell, while the support team was whacking and stacking orders. Whenever there is a prospect that needs the utmost in customer care to be sure the deal goes through, I am the person to call on. I have a true understanding of client service. I truly act upon the notion that the customer is always right, and this approach has always worked for me.

- **DILIGENT** - I approach every task and/or project with full involvement and total dedication
- **INVENTIVE** - I am never one to say "That's the way we've always done it..." instead always seeking ways to improve on processes
- **SELF-MOTIVATION** - As a self-starter, I am internally motivated to do my best at every opportunity
- **INVENTIVE** - I am never one to say "That's the way we've always done it..." instead always seeking ways to improve on processes
- **ACTION-ORIENTED** - Never resting on successes, I always push forward to the next goal
- **HARD WORKING** - Competition is fierce and the one sure fire way to excel is through hard work
- **CONFIDENT** - I know that I do my job well and know that my resourcefulness will get me through any obstacle
- **AUTONOMOUS** - No need for constant supervision -- instead I take the ball and run with it
- **TEAM PLAYER** - Knowing that no man is an island and that success is realized by people working together

### ***CORE COMPETENCIES that Maximize Reception in the Marketplace!***

Strategic Closer

Cold Caller expert

CRM Management Pro

Excellent People Skills

Killer Sales Instincts

***I am a salesperson to get the job done!***

PUNCTUAL	DEDICATED	HUMOROUS
HELPFUL	CURIOUS	DEDICATED
MODEST	RESPONSIBLE	

***I am the greatest salesperson alive!***

I have experience beyond reproach

*Dogs R Us*

FROM: 1/1/2000

TO: 4/4/2004

- I sold product like Crazy!  
> RESULT: They paid me really well as a result
- I trained other salespeople  
> RESULT: I got a commission from their sales

*Pitney Bowes*

FROM: 5/5/2005

TO: 7/7/2007

- I made more postage meter sale sin the first quarter than any new employee ever had  
> RESULT: I received an award which still sits in the lobby of the company
- I participated in annual trade shows and gained several news accounts  
> RESULT: I boosted sales more than any other employee for the first year I was there

*Kleiner-Perkins*

FROM: 6/6/2006

TO: 9/9/2009

- I was the first new hire to exceed a veteran salesperson in monthly sales the first quarter I was hired on  
> RESULT: I was promoted to Sales Manager as a result
- I landed the largest single account in my first year here  
> RESULT: I received commendation and recognition from the head office

***SOFTWARE APPLICATION PROFICIENCY***

Excel

CRM

MS Word

Powerpoint

HTML

## ***EDUCATION***

### **Rutgers**

MAJOR: Sales

- Psychology
- Online Sales

4 Years

### **USC**

MAJOR: Sales

- Selling Techniques
- Internet Marketing