

# PAMELA PROBST

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## OBJECTIVE

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To obtain a Field sales position within the Gas and Oil Industry

## PROFESSIONAL EXPERIENCE

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May 2006 - Present  
Verizon Wireless

**Business Account Executive:**

*Meet and exceed monthly quota and objectives by meeting with potential clients in a direct sales capacity to introduce Verizon Wireless products and Services.*

*Develops and maintains both business and individual Verizon Wireless accounts with an emphasis on Business accounts.*

*Ensures that customers have the appropriate products and services to meet their individual and business needs.*

*Meet and Exceed monthly quota*

*Solution selling with Blackberry Bes, Exchange, and all facets of wireless applications.*

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July-2001 - May 2006  
Sprint PCS

- **Commercial Account Manager**
- *Meet and exceed monthly sales quota objectives by acquiring and retaining the accounts in the Healthcare Industry. Identify corporate needs and utilize solution based selling techniques to fully demonstrate the value of Sprint PCS products & services. Recommend wireless solutions with regard to price plans, data solutions, products applications that best fit their corporate needs.*
- *Negotiate National Contracts.*
- *Continuously update knowledge of wireless products, services, industry trends and the competitive dynamics of the marketplace. Provide hands-on training on new products & services; perform rate plan analysis on a quarterly basis, along with Quarterly Business*
- *Attending weekly onsite employee events, create/market employee campaigns in order to gain additional Employee Business.*
- *Representation at trade association meetings/charity events to promote Sprint PCS and increase presence in the community by developing relationships*
- *take rate, accessory margin, and tier 4 sales.*
- *Prospect for new business while maintaining the existing customers.*
- *Provide excellent customer service to those customers who have bill questions, account inquiries, or problems with their equipment.*

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July-2001- May 2006: Commercial Account Manager:  
AccuWeather Inc.

*Managed sales of a wide variety of weather products to the hotel and newspaper industry.*

*Negotiated customer contracts, determining terms including length and price of service for diverse products*

*Consistently achieved weekly sales goals through convention scheduling and attendance.*

*Trained Employees on sales of Weather products and customizing their approach to be industry specific.*

*Worked with personal of all levels to further enhance product marketing efforts, customer transactions, contract acceptance and compliance issues and overall knowledge within my realm.*

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## EDUCATION

*1995-1997 –South Hills Business School of Technology*

*Degree of Associates in Specialized Business Management & Marketing*

*Currently working on BS in Technical Management*

*Special Training:*

*Dale Carnegie Sales and Advantage course*

*Franklin Covey Tools for Higher Effective living*

### AWARDS THROUGH OUT CAREER

AccuWeather: Rookie of the Year 1997, Outstanding sales award 1999,

Sprint PCS: Top Corporate Sales-2002, Warrior of the Month

Verizon Wireless: March 2008 Top Account Executive for March, Top Account Executive for June, Top Account Executive for Highest Data take rate for February 2007

References Upon Request