

SALAHUDIN VANCE

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Summary

Professional sales experience with a focus on providing individualized service to all customers. By recommending products and services that fit each customer's needs, my goal is to support the company to achieve its sales targets. I maintain a thorough understanding of public relations and compliance issues, with excellent reputation for resolving problems and improving customer satisfaction. I have a clear understanding of market research and group training, with excellent public speaking skills, and am motivated to learn, grow and excel in the pharmaceutical industry.

Skills

- Public Speaking
- Content Marketing
- Salesforce
- Strategic Communications
- Training Programs
- Project Management
- Promotional Materials
- Business Development

Experience

Dec 2011 - Present **Television Actor**
Various · Los Angeles, CA

- Self-started as an actor and performer in various comedy, drama and television shows.
- Gained in depth knowledge of the inner-workings of television production.
- Reported to set on call time and followed cues of production assistants and director during production.
- Engaged in post-performance talkbacks with directors and producers to create dialog about issues the performance addressed.

Mar – Dec 2011 **Personal Fitness Trainer**
Bally Total Fitness · Montclair, CA

- Toured new prospective members, sold memberships and personal training sessions.
- Experienced in all areas of fitness such as weight lifting, fat loss and proper nutrition.
- Generated clientele, performed new member evaluation and implemented program design.
- Pitched and effectively sold over 50 personal training packages per quarter to gym members.

Oct 2009 - Jun 2010

Marketing Internship

Los Angeles Clippers · Los Angeles, CA

- Recruited event sponsors and conducted market research to assist organizational event planning and marketing efforts.
- Provided second-to-none customer service implementing knowledgeable marketing and sales techniques throughout a large geographic area of Los Angeles.
- Provided exceptional customer service including: application and contract initiation and follow-up, sales, facilitating client and agent communication.
- Evaluated client's customer service-related departments and positions and provided feedback reports with recommended changes for improved productivity and customer satisfaction.

Oct 2006 - Jul 2009

Retail Sales Specialist

Sports Authority · Riverside, CA

- Monitored floor following loss prevention training to ensure asset protection.
- Review business plans, expectations and weekly/monthly numbers with appropriate store management/sales specialist.
- Top department salesperson, 2009 - Quarterly Pace-Setter sales status - developed return business with customers through superb customer service and sales
- Unload, attach hard tags and assemble merchandise, stock shelves with unpacked items, replace damaged or missing products.

Jun – Nov 2007

Public Relations Assistant

Reynolds Sports Management · Riverside, CA

- Assisted with event planning, drafted and collaboratively edited press releases and articles
- Performed all promotional activities: Press releases, advertisements and liaising with other venues to maximize local and regional PR opportunities.
- Performed day-to-day Public Relations workload including press releases, website editing, and advertisements.

Aug – Oct 2007

Media Relations Assistant

Anaheim Angels · Anaheim, CA

- Established rapport with media representatives and maintained regular communication including writing and distribution of press releases.
- Created press releases; implemented marketing and promotion campaigns to advertise events locally and regionally.
- Performed all promotional activities: post-game highlights, advertisements and liaising with other venues to maximize local and regional PR opportunities.

Education

- Bachelors, Organizational Communications and Public Relations
California State Northridge
2013

References

- Available upon request