

Jamie Morrow
Public Relations
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Highlights of Qualifications

- Over 20 years Business to Business sales
- Experience in providing quality customer service while consistently achieving top sales numbers
- Excellent written and verbal communications skills
- Wide variety of computer experience with proficient knowledge of various software
- Event planning, trade shows, and seminars
- Ability to work independently and complete projects with minimal supervision
- Positive attitude and ability to learn quickly
- Proven ability to lead and work with high-achieving teams
- Willing to adapt to changing processes and techniques
- Military veteran six years' service
- Class 5 driver's license with air brakes. Clean abstract with no demerits.
- PRK certified and CPRS membership

Skills Inventory

Sales Skills

- Exceptional communication skills in person, on the phone, or in virtual environments. Comfortable presenting to any size group. Experience researching vertical markets and various subject matters. Experience coordinating with colleagues and clients regularly to schedule sales or training. Flexible with attention to detail and deadlines.
- Person to Person skills. Relationship building internally and externally allows for a higher customer service level. Cold calling, conducting product training and seminars. Ability to lead a high-performance team by mentoring and side-by-side training. Manufacturer representative and product trainer.

Administrative Skills

- Ability to write concise reports, create engaging PowerPoint presentations.
- Software used: Microsoft software suite, SAP, automotive custom programs, Canva, Google Analytics, and Piktochart.
- Write news releases, ad copy, and assigned stories. Able to create a social media plan.

Skills Inventory Continued

General Skills

- Have built portable, modular camp buildings for oilfield and mining.
- Vehicle maintenance and repair.
- Amateur photographer.

Work Experience

Communications Coordinator – Food Banks Alberta, Edmonton, AB, May 2021 to June 2021

Territory Sales Manager – Canadian Energy, Edmonton, AB, May 2017 to August 2018

Sales Development Specialist Undercar – UAP NAPA Inc, Edmonton, AB, 2013 to 2017

Enterprise Sales/Outbound Sales- Intuit, Edmonton, AB, 2010 to 2013

Advertising Solutions Consultant - Windship International, Edmonton, AB, 2007 to 2010

Outside Sales - Avenue West Motor Works, Edmonton, AB, 2006 to 2007

Route Manager - Interstate Batteries of Northern Alberta, Edmonton, AB, 2002 to 2005

Route Salesman – Exide Canada, Edmonton, AB, 2001 to 2002

Modular Construction – Travco, Nisku, AB, 2000 to 2001

Mobile Support Equipment Operator, Canadian Armed Forces, 1986 to 1991

Sales and Events Coordinator, Lloyds of Moncton, Moncton, NB, 1984 to 1986

Volunteer Experience

Coach, Millwoods Little League Baseball, 2008 to 2009

Team manager, Assistant coach, Timekeeper, Millwoods Minor Hockey, 2004 to 2015

Umpire, World's Longest Baseball Game, 2019

Awards

2014 NAPA/UAP Quotemaker for Northern Alberta

2012 CEO Sales Club winner for Intuit Canada

Education

Public Relations Diploma Program, MacEwan University, Edmonton, 2020 to 2021

Call Center Management, NBCC Moncton, NB 1995

Communications Arts, NBCC Woodstock, NB 1993