

# Ray Gorzen

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## Introduction

A self-motivated individual with expert sales and management skills. With my extensive managerial experience and sales background, my skills are well-developed and I possess the technical knowledge to effectively fulfill the duties involved. A results-oriented individual with excellent communications and interpersonal skills, team player and ability to work well with all levels of an organization. Strong work ethic, analytical and problem-solving skills including well-developed relationship management skills. Very knowledgeable in latest windows applications, proficient in a wide variety of business and office oriented programs and applications.

## Experience

2007-2008 Yellow Pages Group Calgary AB

### **Business Solutions Consultant**

- Create and sustain Sales success within assigned territory.
- Met and exceeded monthly quotas consistently.
- Build/execute strategies for gaining new accounts and up-selling existing clients.
- Completed six-week thorough training course on sales strategies and education.

2004-2007 GTN Communications Corporation London ON

### **Sales/Account Manager**

- Outbound/Inbound calling on potential clients for sales of home services.
- Achieved the most outstanding sales amount for entire team.
- Increased sales revenue by over 30% in productivity.
- Trained fellow co-workers in cold-calling, achieving results and production.

2001-2004 Viacom Outdoor Canada London ON

### **National Account Manager**

- Create and sustain Sales success within assigned territory.
- Met and exceeded monthly quotas consistently.
- Build and execute strategies for gaining new accounts and up-selling.
- Contacted from small to large businesses including corporate and Government departments for advertising consideration on a daily basis.

1998-2001 Academy of Learning Computer College London ON

### **Sales/Admissions Representative**

- Corporate, commercial and federal enrolments and sales.
- Contact and arrange appointments/interviews for new students.
- Meet monthly quotas of \$30k/month as set by management.
- Answer all inquiries regarding educational courses and diplomas offered.

1991-1998 Ontario Directory London ON

### **Manager/Advertising Sales Executive**

- Supervise/train a sales team of six indoor/outdoor advertising consultants.
- Increased advertising revenues 20% consistently for over 6 years.
- Directed the daily operations of the company and increased profitability.
- Supervising; operations; marketing and product positioning; advertising, manual accounting, financial statements and company banking.

## Education

2001 triOS Institute of Computer Studies London ON

### **Network Engineer**

- Network Engineer acquiring A+, Network+, CNA, Linux/Unix and MCSE ongoing/continuing.

1990 University of Manitoba Winnipeg MB

### **B.A., Business Administration**

- Extensive professional training in the area of sales, management, administration and customer relationship building.