

## **Personal Summary:**

Coworkers and former employers describe my style as dynamic and resourceful, two traits that have been key to both my corporate and entrepreneurial successes. My intuitive ability to create instant, honest rapport with prospective clients moves very quickly into mutually rewarding partnerships. They trust me to always go above and beyond their expectations with consistent, exemplary service.

I'm a team player who easily steps into the role of creative problem solver with new and existing clients. Picking up concepts quickly and seamlessly integrating them into the ongoing conversations allows me to connect with clients in a meaningful way, building trust instantly.

I am excited about joining a company whose mission statement and vision match mine:

- ❖ respect for the individual
- ❖ client focused
- ❖ employee centric
- ❖ socially conscious
- ❖ commitment to excellence

The cornerstone to success in my personal and professional lives has been attitude: sharing energy, positive ideas and supporting those around me.

Happy to work smart, work hard, doing even the smallest task with passion. Always genuinely interested in what people have to say. I see myself as an active listener who is consistently prepared as the expert resource for clients, someone who never presumes to have all of the answers all of the time.

I'd much rather say, "I don't know now, but I will find out and get back to you," and not abuse that initial trust I've worked hard to create.

My combination of success in sales, business development and ownership, performed with honesty and integrity, make me an ideal addition to your company's sales team.

Born in Buffalo, NY, and lived in Syracuse, NY. I grew up loving family, friends, football, cooking and baking. Passionate about animal welfare, feeding the poor and supporting the mission of the Dining For Women organization.

Now residing in Laguna Beach, CA.



949-315-0150  
ssinatra50@gmail.com  
<http://www.linkedin.com/in/sinatra50>

### Former client:

"Susan takes a holistic approach towards understanding business problems, offering viable technology alternatives, clearly articulating the advantages and disadvantages of alternative solutions, while building rapport and consensus where appropriate. She demonstrates an excellent balance of business, technical, and analytical skills commensurate with the audience she is dealing with."

### Former boss:

"Susan's superior interpersonal and communication skills allowed her to develop productive, long-term working relationships with both our clients and staff. Her dedication and drive led to meeting and exceeding all revenue objectives while emerging as a leader of her peer group. Susan's commitment to customer service was unwavering. Her desire to share her knowledge with members of our internal team enhanced our sales force, allowing us to grow our business beyond our expectations."

Susan's sales execution, especially her ability to close business, made her a great asset to both the IBM and SCS teams. Her organizational skills were second only to her internal drive and determination."