***Sonja L. Gigliotti***

***102B Monroe Rd.***

***Winlock, Washington 98596***

***Sonja786@gmail.com*** ***928-242-3708***

 ***Resident State of Washington, Life,Health, Property and Casualty Licenses***

***Experienced Sales, Account Management, and Business Development Leader***

Accomplished professional actively pursuing opportunities to drive revenue and market development where strategic vision, expertise in client relations, success in enterprise technology sales, and revenue growth will be held at a premium.

***Expert Command of all sales aspects*** with deep insight, knowledge, and experience in negotiations, marketing, client retention, budgeting, business strategy, consultative sales, and performance metrics.

***Effective Communicator*** with the ability to translate business, requirements that result in the recommendation of products and services that are narrowly tailored to meet the unique needs of each client across a variety of industries.

***Outstanding success in sales*** , marked by the delivery of always becoming the top producer in annual revenue that comprises a significant portion of overall income for the company. Well versed in developing new client relationships while gaining new business opportunities from existing accounts.

***2010-2013 Business Owner, Picassos Olive Oil Co.Longmont, Colorado.*** Sucessful business owner for past three years, carried 62 different varieties of Olive Oil and Balsamic Vinegar from around the world as well as ancillary gourmet foods from the US as well as foreign countries. ***This business was devastated by the Colorado Floods.***

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***2009-2010: Worked Independently*** providing medicare supplements, medicare advantage, life insurance and annuities to seniors in the White Mountains of Arizona. Certified with United Healthcare, Universal Healthcare, AARP, Met Life and Colonial Life and Accident.

 ***2007-2009: Humana Healthcare*** Senior Sales Associate was sent to the White Mountains of Arizona to build their client base in that area. Became one of their top producers in the Arizona Marketplace. Was supervised by Steve Stedman, now State Director of Humana Healthcare of Arizona. 623-734-2004.

***Early Career***

***Sales of Manufactured Homes*** in Tucson, Phoenix and Show Low, Arizona, also did Land Home Packages.

***Real Estate Sales*** : Realty Executives Pinetop, Arizona Karla Bowen Broker

***Kash Ksd Radio,*** Anchorage Alaska Advertising Sales and Station Promotions

***References:***

Corey Krupp Senior Sales Producer Krupp Insurance 208-561-1132

Robert Rowley Director of Engineering Michigan Phone Co. Retired 928-242-3050

Steve Stedman Humana Healthcare Phoenix, Arizona 623-734-2004