

Sharon Schuyler

925-708-8546

schuyler.sharon@gmail.com

CORE OF EXPERTISE

- Innovative sales professional offering over 15 years of in-depth and diverse experience in prospecting, cold calling, customer relationship management, sales cycle management, and sales closing principals.
- Results-oriented and decisive leader with proven success in new markets
- Solid track record of increasing sales, market share and profitability. Master networker with strong business alliances.
- Demonstrated strengths in territory development, market analysis and fostering relationships with strategic organizations.
- Computer proficient in Outlook, Word, Excel, PowerPoint, Publisher, and a variety of database programs

PROFESSIONAL EXPERIENCE

Business Services-One Stop Career Center 2012-Present
College of Alameda, Alameda CA

Community College, part of the Peralta Community College District

- Market One Stop Business Services through outreach and networking with businesses, cities and economic development groups. Introduce information to numerous business groups through presentations and speaking engagements.
- Employer Engagement—Establish and maintain relationships with key area employers in a variety of industry sectors generating employment outcomes
- Coordinate annual career fair as well as on-site recruitments for employers
- Represent the Center at Chamber of Commerce events and Eastbay Works committee meetings

Employer Business Liaison 2009-2011
The English Center, Oakland, CA

Nationally recognized organization providing quality English language and job readiness training, specializing in employment services to over 6000 limited English speakers from over 75 countries since 1977.

- In 2010 79% of our graduates received employment opportunities, resulting in 82 placements
- Added 12 Corporate Customized Training programs for incumbent workers, in 2010. Presentations and sales of specialized trainings for industry
- Established and maintained relations with key employers in a variety of industry sectors generating employment outcomes

Business Development Manager 2005-2009
The Restoration CleanUp Company, Pittsburg, CA

Smoke and water damage clean-up service provider serving the San Francisco Bay area since 1981.

- Developed new client sources, focused on fostering client relationships, and business development.
- Customers included insurance companies, contractors, adjusters, and various other service providers in the residential and commercial fields.
- Participated in trade shows, followed up on leads, and met potential clients at industry association meetings. Designed and managed database and direct mail efforts.

Senior Event Sales Manager 1999-2005
Celebrations on the Bay, Oakland, CA

Private charter boat providing events to individual clients and organizations since 1999.

- Average annual sales in excess of \$250,000.
- Sold events with revenues of \$5,000-\$35,000 per event aboard dining cruise vessel certified for 150 passengers. Clients ranged from non-profits to corporate businesses
- Coordinated all event details ranging from initial inquiry, to proposal stage with menu selection, entertainment and theme requirements.

Business Development Manager

Allied Barton Protective Services, San Francisco, CA

1999-2002

The Wackenhut Corporation, San Francisco, CA

2002-2004

Allied Barton Security Services is the largest American-owned security officer services company established in 1957.

The Wackenhut Corporation is a security services firm founded in 1954.

- Sales exceeded \$4.5 million in 2001 by establishing new business contacts and partnerships. Techniques used: cold calling, networking, and creating proposals/presentations incorporating a strong, consultative selling approach.
- Created a solid referral basis and long term relationships with clients.

Professional Development

Sandler Sales Institute Strategic

Customer Care

Master The Gatekeeper

Seven Habits of Highly Effective People Workshop

Professional Associations and Awards

Alamo Chamber of Commerce

Alameda Chamber of Commerce

Danville Area Chamber of Commerce

Oakland Metropolitan Chamber of Commerce

Contra Costa Hispanic Chamber of Commerce

Greater Alameda Business Association

Alamo Rotary

Alamo Women's Club

Meals on Wheels

East Bay Women in Business

2010 Alamo Business Person of the Year

2009 President's Award Alamo Chamber of Commerce

2008 Rotary District Governor's Award for Service

Professional and person references are available upon request