



Jacqueline Ermini

jermini@wayfair.com 801.332.03018 South Ogden, Utah 84405

Skills Highlight

- Leadership
- Front Line Training
- Continual Learning Training
- Content Creation (Google Slides, Adobe)
- Coaching
- Relationship Building
- Project Management
- DISC
- Organization
- Critical Thinking and Creative Problem Solving
- Marketing
- Human Relations
- Business Management

School

- Currently pursuing a degree in Business with a concentration in Industrial and Organizational Psychology

Recent Accolades

- Human Relations in Administration Certificate
- Induction into the National Society of Leadership & Success

Objective

To obtain a position within the Talent Development & Management department where I can utilize my experience in leadership, continual learning, & front line training, maximize my developing skills set obtained while pursuing my Business degree & soft skills from the concentration in Industrial & Organizational Psychology. Ultimately continuing to be challenged & fulfilled both personally & professionally.

Work Experience

Wayfair, Ogden, UT – June 2018 to Present

B2B Sales Manager

- *Leading a team of Account Managers to attain monthly & quarterly quotas & metrics*
- *Group/1:1 training, goal setting, coaching & development to increase sales & strategy skills & professional development using blended training methodologies, both in person & virtual*
- *Creation and implementation of Quarterly/Monthly strategies*
- *Consistent participant in progressive organizational initiatives (Launch of the new B2B Vision, Opportunity/Pipeline Management, Critical Thinking, Training department thought partner, Team Lead program in Layton, Coaching Stories Facilitator for Coaching Development across all sites)*
- *Accomplishments: Creation of the Individual & Professional Development process & tracking, Creation of Opportunity Grading Process, Creation of Pipeline Management process & site training & content development*

MarketStar, Ogden, UT – Jan. 2009 to June 2018

Global Enterprise Manager-Intel, Partner Sales Manager-VMware, Event Coordinator, Trainer & Brand Advocate -LG

- *Partner/Client education, training, presentations, and QBRs*
- *Training & develop global employees face to face & virtual*
- *Partner business management with Enterprise accounts*
- *Accomplishments: Presidents Club, Creation of Business Planning/Tracking process & documentation, Customized Prospecting*

Focus Services, Brigham City and Ogden, UT – Feb. 2004 to Mar. 2009

Sales Representative, Sales Manager, New Hire & Continuation Trainer

- *Training content management and creation for continual learning*
- *Classroom and remote facilitation of new training for existing and onboarding clients, and continual learning for sales reps and leadership*
- *Lead Sales Reps to attain daily & monthly quota/metrics*

REFERENCES AVAILABLE UPON REQUEST