

# Eric Reinking

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## Education

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### University of Minnesota, Twin Cities

*Class of 2021, Minneapolis, MN*

Political Science major, History minor

### Bachelor of Arts

*GPA: 3.14*

## Work Experience

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### C.H. Robinson

*Associate Carrier Sales Representative*

Inside sales, account management, and operational activities in support of customer needs.

- Develop new and grow existing carrier relationships via lead generation, cold calling, and referrals.
- Build strong relationships with carrier contacts, including owner-operators, dispatchers, and drivers.
- Leverage global technology platform (Navisphere) along with data and other resources to make informed decisions, negotiate price, drive automation and improve efficiency.
- Identify logistical issues and work cross-functionally to determine and implement the best solution.

### Total Quality Logistics

*Logistics Account Executive*

Established client relationships and built a book of business from the ground up. Exceeded daily quotas and deadlines involving prospecting and time-sensitive troubleshooting. Trained in a team environment assisting brokers to build their book of business, communicate with clients, and maintain standing relationships with freight carriers. Quickly mastered the TQL employee interface and CRM software. Created collaborative relationships with a variety of professionals across North America, at every level of business from gatekeeper to CEO.

### Leaf Filter

*Sales Representative*

Conducted trade show demonstrations throughout the Upper Midwest. Responsible for generating leads and directly interacting with prospective Leaf Filter customers. Consistently generated the most leads resulting in sales in my region.

## Skills

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- Excellent problem-solving and mediation skills
- Organized, deadline-oriented with the ability to work in a fast paced environment
- Dedicated to promote positivity, equality, and productivity in the workplace
- Strong written & verbal presentation skills
- Proven ability to negotiate desired outcomes
- Speak conversational Spanish

## Internships

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### GoKart Labs

*Marketing Intern*

Organized client portfolios, designed web surveys, collected market and client data, assisted in the design of company websites based on research, contacted clients, and entered data. Helped plan social media management strategy for client websites.

### Minneapolis, MN

*April-June 2016*