

Aaron Bach

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Work Experience

Sales Director, The Graphene, a division of CCL Holdings March-2023-Present

- +40 cold calls daily
- Researched and prospected 600 new potential accounts resulting in 25% increase in sales opportunities
- Built and maintained strong relationships with 6 key clients, leading to a customer retention rate of 90%
- Price negotiations with vendors and obtained 50% savings on marketing materials
- Attended trade shows to network and secure partnerships with 10 new accounts

Account Manager, Ace Palm LLC January 2021-March 2023

- Research and prospect new accounts, resulting in a 20% increase in sales leads and prospects, while maintaining rapport with existing accounts
- Coordinate communication with international partners
- Accounting/AR/AP/clerical duties/ apply for and obtain government permits and licenses
- Managed a team of 10 business partners to successfully complete projects

Assistant Manager, Sherwin-Williams November 2020-January 2021

- Supervised in a store operation of +50 transactions and \$7000 of sales daily
- Act as a consultant to listen, trouble shoot, and problem solve customer service issues and product questions

Sales Operations Assistant Manager, Coway September 2019-April 2020

- Assisted with cold/warm calls and closing the sales
- Advised +60 sales associates, providing field support
- Managed and analyzed data for sales promotions and incentives, making sure each team meets 100% of their goals
- Maintained the sales database and announce the daily sales status and goals to the sales team
- Weekly and Ad Hoc business analysis reporting
- Monitor, investigate and resolve issues related to data accuracy and integrity

Store Analyst, Forever 21 HQ Oct 2016-June 2018

- Spearhead USA Markdown; US Market is 70% of the company's sales volume (89 million units annually).
- Head of Sub-brands, monitoring the shipping plan of +500,000 units a week
- Worked with a cross-functional team of buyers, and planners to execute a weekly Markdown of 2-4 million units
- Analyzed the store performance by categories and determined the replenishment plan

Benefits Associate, Forever 21 HQ July 2016-Oct 2016

- Managed the corporate benefits hotline and email from +700 stores and +50,000 employees
- Administered and fixed PTO, sick leaves, and other time card/Kronos issues

Education

University of California, Irvine (UCI)

Bachelor of Arts, International Studies

Skills

Technical: Microsoft Office Suite, Pivot tables, formulas, BI, Kronos, Lawson, SmartBen, Successfactors, Ad-hoc reporting