



# girl scouts of connecticut

## **Position: Service Unit Product Sales**

### **Resume Description:**

Provide managerial oversight of the fall product fundraiser and the spring entrepreneurial cookie program, which contributed to the sale of two million boxes of Girl Scout Cookies in Connecticut including donations of 120 thousand boxes to troops.

- Motivate and encourage a sales team of leaders, parents, guardians, and Girl Scout members to formulate and achieve their goals.
- Leverage sales management tools to maintain records, progress and allocation towards goal achievement.
- Provide training on the sales process, including strategies, documentation requirements, collection of money, and the importance of enforcing safety protocols.
- Communicate the procedures and policies of effective program management to help ensure volunteers are helping to build girls of courage, confidence, and character to make the world a better place.

### **Marketable Skills:**

- Account reconciliation
- Client relationship management
- Program management
- Public speaking and presentation skills
- Leadership and influencing skills