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## CAROL HANSEN

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### SALES REPRESENTATIVE

*Self-motivated, consultative **Sales Representative** with diverse experience selling a wide portfolio of products in the food and beverage and education sectors. Consults with clients to understand unique needs and provide product recommendations aligned with goals and objectives. Cultivates strong business and client relationships to build trust and deliver exceptional experiences. Creates highly engaging presentations and establishes clear, consistent communication. Quickly adapts to changing business needs and maintains a calm, professional demeanor in challenging situations. Excels both independently and as part of a high-performing team. Proven ability to lead and organize complex tasks and projects.*

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### CORE COMPETENCIES

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Consultative Selling ~ Strategic Planning ~ Cross-Functional Collaboration ~ Portfolio Management  
Project Management ~ Team Leadership ~ Record Keeping ~ Inventory ~ Revenue Generation  
Training & Development ~ Dynamic Presentation Making ~ Problem Solving ~ Public Speaking

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### PROFESSIONAL EXPERIENCE

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#### **Celina Intermediate School, Celina, Texas**

##### **3<sup>rd</sup> Grade & 4<sup>th</sup> Grade Teacher**

**2008 – 2018**

Developed and taught engaging, interactive reading and language arts lessons to students aligned with the Texas state curriculum standards. Assessed student learning and adapted lessons to meet the needs of diverse learners. Created a safe, well-controlled environment conducive to effective learning.

- Served as Team Lead for 7 years while teaching 3<sup>rd</sup> grade; acted as liaison between team and principal. Relayed information regarding grade-level performance, upcoming school activities, communication with parents, and other topics.
- Participated on multiple parent committees to gather feedback and improve processes and procedures for communicating information, coordinating projects, and implementing fundraisers.
- Appointed UIL Coordinator for the school to organize participation by students in grades 2-5 in a variety of academic competitions. Ensured compliance with state-mandated rules and regulations.
- Completed Digital Fluency Academy to incorporate more technology and applications into lessons and create stimulating activities for students to promote engagement.
- Collaborated with students, parents, faculty, and administration to build positive relationships, open lines of communication, and enhanced understanding.

#### **Chocolate Angel, Richardson, Texas**

##### **Server**

**2004 – 2008**

Tended to customer needs and assisted with recommendations for food and beverage pairings. Answered questions regarding menu options. Coordinated catering for special events including menu selection and space setup. Cultivated strong customer relationships to drive revenue and repeat business.

**Homemade Gourmet, Dallas, Texas**

**Sales Representative** (part-time)

**2004 – 2008**

Promoted and sold a portfolio of food seasonings and food mixes for a startup business. Organized in-home parties for customers to demonstrate and sample products; drove sales by creating exceptional customer experiences. Developed fun, informational sales presentations to increase engagement.

- Recognized for consistently meeting or exceeding monthly sales goals.
- Maintained adequate inventory, tracked sales and expenses, processed orders, and recruited new sales representatives to help grow business and expand outreach.
- Supported top 2 sales representatives in Dallas by managing administrative tasks such as data entry, reporting, budgeting, and assisting team members.
- Trained new sales reps and provided coaching and mentoring to boost performance, productivity, and product knowledge.
- Built positive rapport with customers to secure repeat business and increase referrals.

**Dorling Kindersley, Dallas, Texas**

**Sales Representative** (part-time)

**1995 – 1997**

Sold educational, non-fiction children's books through in-home parties, community events, and fundraising partnerships with schools and other organizations. Presented values and benefits of diverse books that appealed to wide range of children of all ages and interests.

- Achieved monthly sales goals and supported continued business growth.
- Consulted with customers to understand needs and recommend appropriate book selections.

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**ADDITIONAL PROFESSIONAL EXPERIENCE**

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**Dough, Dallas, Texas**

**Hostess** (part-time)

**2017 – 2018**

**Ballwin Elementary School, Baldwin, Missouri**

**4<sup>th</sup> Grade Teacher**

**1994 – 1995**

**Forestridge Elementary School, Richardson, Texas**

**1<sup>st</sup> Grade & 3<sup>rd</sup> Grade Teacher**

**1991 – 1994**

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**EDUCATION & CERTIFICATIONS**

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**Bachelor of Science in English**

Texas A&M University, College Station, Texas

*Minor in Reading*

**Lifetime Texas Teaching Certificate** (Provisional Elementary)

**Gifted & Talented Certificate**