



RACHNA GREENBERG

Chicago, IL
rg@email.com
(555) 567-8912
LinkedIn | Portfolio

Wholesale sales representative with expertise in vendor negotiations and bulk sales

Results-driven wholesale sales professional with **eight years of experience** in **B2B sales, inventory management, and supplier negotiations.**

Key Skills

- Wholesale distribution and supply chain management
- Vendor negotiations and contract management
- Inventory forecasting and cost reduction
- Client acquisition and retention

Education

Bachelor of Science in
Business Administration
University of Illinois | May 2016

Professional Experience

Wholesale Sales Representative

Midwest Distributors, Chicago, IL | May 2019 - Present

- Increased **wholesale revenue by 35%**, securing **long-term contracts** with key retailers
- Reduced **distribution costs by 15%** through supplier negotiations and logistics improvements
- Managed a **portfolio of 50+ wholesale accounts**, ensuring product availability

Sales Associate – Wholesale Division

National Retailers, St. Louis, MO | August 2016 - April 2019

- Expanded product distribution to **15 new retail chains**, growing sales by **20%**
- Implemented an **inventory forecasting system**, reducing overstock by **10%**