

Patrick Antila

Business Professional

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Hamilton, ON

A highly motivated business professional with a strong track-record of working both independently and with a team.

References

Available on request.

Education

**Bachelor's Degree,
Political Science**

**McMaster
University, 2018**

Experience

Assistant Sales Manager

**Faema Canada, Hamilton
January 2019 to Present**

- Promoted the development and profitable growth of the Hamilton branch of Faema Canada by building and maintaining highly successful client relationships.
- Utilized, maintained, analyzed, and disseminated Adagio CRM data in collaboration with Managers.
- Closed over \$1,200,000 in B2B and B2C sales in high-end espresso machines over four years
- Presided over two consecutive record-breaking sales years (2020-2021).
- Maintained a high performance environment in collaboration with my Manager and other internal and external stakeholders.
- Built and maintained a robust understanding of local market conditions pertinent to job duties.
- Developed and implemented a sales strategy to build sustainable growth in my client portfolio over time.

Education

Bachelor's Degree, Political Science

McMaster University

Graduated 2018

- Researched and utilized collected statistical data to monitor and report on key economic and political phenomena, completing reports and presentations depicting my findings to instructors and colleagues.
- Extensively utilized Microsoft Word, Excel, PowerPoint and Outlook to facilitate curricular requirements.
- Developed excellent written and verbal communication skills.
- Learned a strong ability to balance multiple projects simultaneously and meet deadlines.