



DAHLIA DWYER

VIRTUAL ASSOCIATE



I am an assertive and enthusiastic Virtual Associate with a passion for data driven selling and business development. A keen listener with a knack for relationship building and strategy development.

SPECIALIZATIONS

- Pitch Deck Design and Presentation
- Targeted Sales
- Strategic Selling
- Negotiation
- Product Development and Customization

WORK EXPERIENCE

Sales Specialist

NOV 2020 TO PRESENT

- Conduct competitive analysis and create effective product positioning.
- Promote products and services to potential customers.
- Negotiate and customise sales terms with the aim of maximising profits.
- Establish clear milestones and targets to deliver business outcomes.
- Prepare and deliver appropriate presentations on products and services
- Gather sales data and prepare associated reports.
- Collate customer feedback data with an aim of improving products or positioning.

EDUCATION BACKGROUND

University of the West Indies, Mona

MASTER OF BUSINESS ADMINISTRATION,
INTERNATIONAL BUSINESS, 2017

University of Technology, Jamaica

BACHELOR OF BUSINESS ADMINISTRATION,
FINANCE AND MARKETING, 2010

City and Guilds College of London

ADVANCED DIPLOMA, TEACHING TRAINING
AND ASSESSING LEARNING, 2013