

1. Ability to effectively work with others in a team environment.

As with most industries and environments, teamwork is a critical element in meeting goals, particularly because many issues and functions are so complex that no one individual has “all the answers”; therefore, a team-focused approach is realistically the only way to generate intended results. In a wide variety of positions, I have successfully collaborated with colleagues, vendors, partners, customers, and government personnel in various programs and projects.

Example One:

In my present position, I am involved in counseling veterans and supporting their claims, as well as working with veteran’s service representatives who are directly assisting in the claims process. I am able to call upon all VA claims resource personnel for explanations of any veterans claims issues; in fact, all of the Veteran’s Service Representatives have asked me to contact them with any questions or concerns. In this position, I have become an integral part of each team in supporting them with our communication documents and specific questions from veterans.

Example Two:

As a Sales Representative with Bright Star Communications, I was involved in assisting other team members with sales techniques and strategies, including consultative selling, overcoming objections, competitive positioning, and relationship building. We operated in a true team-driven environment, as our company ranked each location based on sales results, thus the performance of each representative affected the entire location. When a representative had a question or questions, I provided immediate answers and often went beyond simple responses to give examples of how to use various sales techniques. I assisted with sales calls, presentations, and resolutions to problems, and I received support in turn when needed.

As a result, our unit reached the #2 ranking company-wide in national sales.