

Nancy Telzerow

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● **Objective:**

To obtain a position as a representative for an automotive company, where I can use my presenting, product specialist or training skills.

● **Related Experience:**

- **Lincoln Mercury - Product Presenter and Specialist - 2004-2007**
 - Responsible for lead generation
 - Narration of vehicles at international auto shows
 - Product expert with knowledge of entire line
 - Customer service dealing directly with customer complaints
 - Stocking brochures
- **BMW - Facilitator and Professional Driver - 2003 (one tour)**
 - Led discussion groups for BMW sales people and dealer owners
 - Demonstrated all new features of X3. Took all participants on road course so they could experience the new vehicle.
 - Drove X3 to demo product
- **XM Satellite - Product Specialist and Corporate Spokesperson - 2002-2004**
 - Demonstrated the operations of all products
 - Customer service responding to questions of plan amounts and monthly obligations
 - In-direct sales of units and service
 - Complete knowledge of channels and options
- **Toyota - Narrator and Product Specialist - 2000-2003**
 - Wrote my own scripts for narration of any and all vehicles
 - Responsible for knowledge of an expanding product line
 - Was able to answer questions of any detail of entire line while soft selling the product.
- **Ford Motor Company - Facilitator, Presenter - Periodically 1999-2002**
 - Was instrumental in the training of sales personnel regarding the launches and redesigns of the ZX2, Ford Ranger, Crown Victoria.
 - Held Marketing seminars to illustrate demographic customer, sales incentives, customer service.
 - Prepared sales force for upcoming customer questions and complaints about all Ford products.

● **Education:**

BA at Baldwin-Wallace College, Speech Communications and Political Science, double major.
Currently teach at Baldwin-Wallace College, TV and Radio Announcing and Film/Theatre Acting.
