PAIGE HAINLINE

(512) 921-8559 | paigehainline@yahoo.com | *Open to Relocation*

SKILLS

Client & Partner Support, Demand Generation Support, CRM Management (Salesforce), Reporting, Process Improvement, Booking & Scheduling Coordination, Qualifying Leads, Sales Strategy, E-Commerce & Marketplace Operations, Website Design & Build (UX-Driven), Vendor Sourcing & Onboarding, Brand Partnership Development

TOOLS & PLATFORMS

Salesforce, Shopify (incl. Shopify Collective), Microsoft Office, Google Suite, LinkedIn Recruiter, ZoomInfo, Agorapulse, Canva, GoHighLevel, Square, Tally, AI-Assisted Development Tools, CRM & Marketing Platforms

WORK EXPERIENCE

E.R.I Electrical Representatives — **Remote**
Outside Sales — **March 2026 - Present**
- Own outside sales for the Las Vegas (Clark County) and San Diego territories for an independent electrical and lighting manufacturers' representative firm with 32+ years in the industry
-Represent a multi-line portfolio of lighting, controls, and electrical manufacturers, matching solutions to project specifications on new construction and retrofit work
-Build relationships across the full channel (distributors, electrical contractors, and end users) to create pull-through demand and win specifications
-Partner with distributor sales teams and manufacturers on quoting, pricing, lead times, and product training to move opportunities from quote to close

NextMD Link — **San Diego, CA**
Physician Liaison — **December 2024 - March 2026**
- Served as a primary point of contact for partnering physicians, supporting day-to-day operations, business development, and ongoing engagement across Southern California
-Singlehandedly Increased partnership development in San Diego territory by 200% through consultative, in-person sales and high-touch relationship management
- Coordinated product demos and training to ensure seamless integration of new technologies
- Collaborated with clinical teams to support partner success
- Managed CRM (Salesforce) to track pipeline and revenue performance
- Lead practice integration and training for diverse modalities including PRP, exosomes, BHRT, shockwave therapy, lab tests, and medical-grade diagnostic tools
- Represented the company at conferences, events, and onsite visits, strengthening brand presence and sourcing leads

Hays Recruitment — **Los Angeles, CA**
Recruitment Consultant — **May 2023 - November 2024**
- Managed client relationships and served as a key contact for both clients and candidates in construction recruitment across multiple roles
- Supported recruitment operations including sourcing, interview coordination, and onboarding
- Tracked performance metrics including placements, outreach, and revenue contribution, consistently exceeding weekly KPIs
- Led initiatives to improve candidate and client experience through streamlined communication and great time management

EDUCATION

San Diego State University — **San Diego, CA**
BA, Communication & Journalism Media Studies — **September 2017 - August 2021**

Anglo American University — **Prague, Czech Republic**
Study Abroad — **December 2019 - March 2020**