

Alexander Cleveland

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Work Experience

Trimark SS Kemp, Cleveland, Ohio

June 2019- Present

Key Account Representative

- Regularly utilize consultative selling techniques to help customers evaluate their needs
- Maintain equipment knowledge and current trends by attending vendor trainings
- Build strong relationships with customer, vendors, and organizational staff that promotes loyalty, collaboration, and increased revenue between customer and the company
- 16M+ sales in 2021
- Coordinate with 3rd party trades such as architects, general contractors, and end users on projects
- Work closely with Customer Service, Designers, Estimators and Project Managers and other internal team members as it relates to the account

Bezlio, Akron, Ohio

March 2018- June 2019

Sales Account Manager/Inside Sales

- Promoted to Sales Account Manager in 9 months
- Created a variety of targeted outbound campaigns to bring in new business
- Handled all inbound support and sales for a software with 300k+ users
- Attended various trade shows and user groups to promote our SaaS enterprise software
- Added over \$7,500 in monthly reoccurring revenue in 4 months of an Account Manger
- Adapted and pivoted with haste in an everchanging start-up work environment

Enterprise Holdings, Cleveland, Ohio

January 2017- February 2018

Management Assistant/Management Trainee

- Performed in the top 25% of the sales matrix for the last 3 months there
- Ranked number 1 out of 20 people for the weekly customer service vote 50% of the time spent at the airport location
- Marketed to new and existing accounts to grow business by 17% over the previous year
- Operated a satellite location by myself receiving a 91% customer service score over the last three months there
- Graduated the Enterprise Top Gun program (less than 20% management trainees are chosen)
- Completed Enterprise's management trainee program in 9 months

Education

- Bachelor of Business Administration
- Kent State University

December 2016

Kent, Ohio

Certifications

Sandler Sales Training

January 2019

Double H Ranch, Lake Luzerne, New York

August 2016

Camp Counselor

- Dedicated 160+ hours at a summer camp for children with disabilities and severe illnesses
- Encouraged and supported children to push the boundaries of their comfort zone