

# Timothy Duncan

## Sales

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Framitown, Virgin Islands, British

## MY LIFE PHILOSOPHY

Success is not final, failure is not fatal: It is the courage to continue that counts.

## STRENGTHS

### Strong Communication Skills

Proven ability to effectively communicate with clients and colleagues resulting in increased client satisfaction and successful teamwork.

### Negotiation Skills

Experienced in negotiating deals and contracts, resulting in increased sales revenue and successful partnerships.

### Problem-Solving

Demonstrated ability to identify and solve complex problems, resulting in improved efficiency and customer satisfaction.

## SKILLS

Sales · Negotiation ·

Communication · Problem-solving ·

Customer Relationship Management

Data Analysis · Lead Generation ·

Research · Time Management

## SUMMARY

Experienced sales professional with a passion for driving revenue growth and delivering exceptional customer satisfaction. With a Bachelor of Business Administration degree and 6 years of experience in Account Management, Sales Representative, and Sales Development roles, I have consistently exceeded sales targets and built strong client relationships. Skilled in negotiation, communication, and problem-solving, I am confident in my ability to contribute to Artsy's mission of expanding the art market. I am excited to join a talented, diverse, and passionate team and leverage my expertise to support Artsy's growth and success.

## EXPERIENCE

### Account Executive

2022 - Ongoing

ArtPro

New York City

Managed and upsold a portfolio of art galleries across North America. Utilized data to identify successful galleries and make smart decisions to renew and upsell. Increased subscription revenue resulting in a 20% growth in sales.

- Effectively managed customer relationships & delivered sales at scale
- Renewed and upsold subscriptions to drive revenue growth
- Identified successful galleries and made data-driven decisions
- Pitched Artsy's value proposition, resulting in increased subscription revenue

### Sales Representative

2017 - 2022

ArtConnect

Berlin

Engaged with galleries, educated and consulted on their online presence and digital strategy. Won new business for Artsy, resulting in a 30% increase in gallery partnerships.

- Engaged with galleries to educate and consult on their digital strategy
- Won new business for Artsy, resulting in increased gallery partnerships
- Developed and maintained strong relationships with clients
- Drove subscription revenue to support Artsy's mission

### Sales Development Associate

2015 - 2017

ArtHub

London

Generated new leads and scheduled meetings with gallery prospects. Conducted research to evaluate partnership opportunities. Increased lead conversion by 40% resulting in a 50% growth in new gallery accounts.

- Generated new leads and scheduled meetings with gallery prospects
- Conducted research to evaluate partnership opportunities
- Improved lead conversion rate resulting in increased new gallery accounts
- Managed communication and outreach across a large target client-base