

Jessica Claire

San Francisco, CA 9XXX5 ♦ (555) 432-1000 ♦ resumesample@example.com

PROFESSIONAL SUMMARY

Accomplished seller with marketing and entrepreneurial chops. Proven record of exceeding service standards and outpacing performance goals. Solid technical background with a focus on B2B SAAS and programmatic advertising. Motivated, team-oriented and enthusiastic about helping companies grow.

SKILLS

- B2B sales
 - Network development
 - Lead prospecting
 - Interpersonal communication skills
 - Brand marketing
 - Business development
 - Product development
 - Content creation
 - Accounting, VC
 - Advertising, Website
 - Agency
 - B2B
 - Billing
 - Book
 - Brand strategy
 - Budgets
 - Business development
 - C
- Com
 - Interpersonal communication
 - Content
 - Content creation
 - Clients
 - Client
 - Delivery
 - Product development
 - E-commerce
 - Editorial
 - Finance
 - Managing
 - Marketing
 - Meetings
 - Enterprise
 - Network
 - Sales
 - Selling
 - Staffing
 - Strategic
 - Phone
 - TV

WORK HISTORY

Consultant, 01/2020 - Current

Tehama County Department Of Education – Red Bluff, CA

- Project manage drinkbumpcoffee.com and sheau.com website launches.
- Oversee marketing, content creation, and 3rd party integrations for all three brands.
- Prospect and onboard 100+ traditional retailers and D2C e-commerce brands to Sheau within first 3 months through in person meetings, cold emails and phone calls.
- Sourced 30+ new relationships with VC's, like-minded brands and affiliates to partner with Sohuis on content and events.

Senior Account Executive, 03/2019 - 01/2020

Iheartmedia, Inc. – Salt Lake City, UT

- Grew \$500K book of business by 10% through cross-sell and up-sell opportunities while managing pipeline of 60+ enterprise brands.
- Conducted client QBR's and developed plans with internal teams to grow territory through customized demo's, mock-ups and strategic partners.
- Created new process for documenting sales "wins" that was implemented company wide.

Senior Account Executive, 04/2018 - 03/2019

Iheartmedia, Inc. – Tampa, FL

- Achieved \$224K in new business selling influencer marketing solutions to C-suite executives.
- Brought on company's first airline client, which was self-sourced and opened up new revenue channel.
- Spearheaded east coast agency business working internally with marketing and finance to develop new pitch and terms.

Account Director, 03/2017 - 04/2018

Publicis Groupe Sa – San Jose, CA

- Managed \$1MM quarterly pipeline selling programmatic advertising solutions to agencies and brands.
- Increased sales revenue by 315% over 9 months as team's top seller.
- Exceeded quarterly quotas hitting 123% to goal in Q4 2017.

Account Manager, 06/2015 - 03/2017

Final Staffing Usa – Lafayette, IN

- Supported \$3MM average quarterly book of business and consistently contributed to regional incremental goals earning multiple spot bonuses.
- Addressed problems with accounting, billing and service delivery to maintain and enhance client satisfaction.
- Mentored and trained Account Coordinators and Account Managers.

Production Coordinator, 07/2014 - 06/2015

3D Systems – Berkeley, CA

- Act as main point of contact for high profile clients and internal teams to develop events, on-site activations, website builds, design work, brand strategy and editorial content.
- Defined project scope including goals, deliverables, schedules, staffing, SOWs, and budgets.

Sales Coordinator, 12/2012 - 07/2014

Columbus Hospitality – Big Bear Lake, CA

- Supported sales team in selling, managing and executing large scale out-of-home advertising programs.

Assistant Media Planner, 10/2011 - 11/2012

Essence Global – Los Angeles, CA

- Developed and executed multimillion-dollar digital, TV, print and mobile campaigns for J&J.

EDUCATION

BA: Rhetoric and Communications, 05/2011

University of Richmond - Richmond, VA

Division 1 Women's Lacrosse, Writing Consultant, Kappa Alpha Theta Member, Global Players Study Abroad for Student Athletes: Competed in Prague and Berlin World Cup Tournaments and developed club lacrosse clinics in Central Europe

WORK HISTORY

Consultant, 01/2020 - Current

Bump Coffee, Sohuis, Sheau – New York, NY

- Project manage drinkbumpcoffee.com and sheau.com website launches.
- Oversee marketing, content creation, and 3rd party integrations for all three brands.
- Prospect and onboard 100+ traditional retailers and D2C e-commerce brands to Sheau within first 3 months through in person meetings, cold emails and phone calls.
- Sourced 30+ new relationships with VC's, like-minded brands and affiliates to partner with Sohuis on content and events.

Senior Account Executive, 03/2019 - 01/2020

Movable Ink – New York, NY

- Grew \$500K book of business by 10% through cross-sell and up-sell opportunities while managing pipeline of 60+ enterprise brands.
- Conducted client QBR's and developed plans with internal teams to grow territory through customized demo's, mock-ups and strategic partners.
- Created new process for documenting sales "wins" that was implemented company wide.

Senior Account Executive, 04/2018 - 03/2019

AspireIQ – New York, NY

- Achieved \$224K in new business selling influencer marketing solutions to C-suite executives.
- Brought on company's first airline client, which was self-sourced and opened up new revenue channel.
- Spearheaded east coast agency business working internally with marketing and finance to develop new pitch and terms.

Account Director, 03/2017 - 04/2018

RadiumOne/RhythmOne – New York, NY

- Managed \$1MM quarterly pipeline selling programmatic advertising solutions to agencies and brands.
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- Exceeded quarterly quotas hitting 123% to goal in Q4 2017.

Account Manager, 06/2015 - 03/2017

RadiumOne – New York, NY

- Supported \$3MM average quarterly book of business and consistently contributed to regional incremental goals earning multiple spot bonuses.
- Addressed problems with accounting, billing and service delivery to maintain and enhance client satisfaction.
- Mentored and trained Account Coordinators and Account Managers.

Production Coordinator, 07/2014 - 06/2015

Sub Rosa – New York, NY

- Act as main point of contact for high profile clients and internal teams to develop events, on-site activations, website builds, design work, brand strategy and editorial content.
- Defined project scope including goals, deliverables, schedules, staffing, SOWs, and budgets.

Sales Coordinator, 12/2012 - 07/2014

Intersection – New York, NY

- Supported sales team in selling, managing and executing large scale out-of-home advertising programs.

Assistant Media Planner, 10/2011 - 11/2012

Universal McCann – New York, NY

- Developed and executed multimillion-dollar digital, TV, print and mobile campaigns for J&J.

SKILLS

- B2B sales
 - NNetwork development
 - LLead prospecting
 - IInterpersonal communication skills
 - BBrand marketing
 - BBusiness development
 - PProduct development
 - CContent creation,
- Accounting, advertising, agency, B2B, billing, book, brand strategy, budgets, Business development, C, com, Interpersonal communication, content, Content creation, clients, client, delivery, Product development, e-commerce, editorial, finance, managing, marketing, meetings, enterprise, Network, sales, selling, staffing, strategic, phone, TV, VC, website