

Timothy Duncan

Sales

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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