

# JESSICA CLAIRE

San Francisco, CA 9XXXX5 ♦ (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.

**Account Director**, 03/2017 - 04/2018

**RadiumOne/RhythmOne** – New York, NY

- 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

**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
- Network development
- Lead prospecting
- Interpersonal communication skills
- Brand marketing
- Business development
- Product development
- Content 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