

BRITNEY HOUSTON

CORPORATE SALES MANAGER

INFO

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PLACE OF BIRTH

San Antonio

DRIVING LICENSE

Full

NATIONALITY

American

LINKS

[Twitter](#)

[Instagram](#)

[Facebook](#)

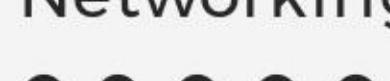
[Linkedin](#)

SKILLS

Business Development



Networking



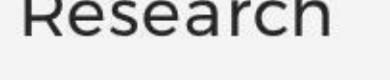
Group Sales



Market Analysis



Research



Big Data Analytics

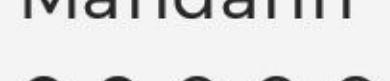


LANGUAGES

English



Mandarin



PROFILE

Experienced Corporate Sales Manager with ten years' global experience within the international travel sector with a focus to improve sales turnover and positively impact company revenue. Was instrumental in increasing quarterly sales performance by 30% during the last six months, and leadership tenure is back by an MBA and numerous diplomas in coaching and training.

EMPLOYMENT HISTORY

Corporate Sales Manager, PQS Travel Group

Evanston, IL

Aug 2015 – Mar 2019

Achieved over \$335,000 in the first quarter of 2015 by increasing new group sales in the Mid-West region.

- Responsible for securing business for corporate business transient and group markets by maintaining top accounts, and implementing strategic solicitation and relationship methods to achieve goals.
- Conduct performance reviews.
- Develop and train account managers to secure long-term contracts with leading original equipment manufacturers and improve customer retention.
- Achieve double-digit margins and increase revenues to \$400 million annually with leading government agencies.
- Manage regional corporate accounts in the New England Area of more than \$100K each.
- Develop training plans and career paths for subordinates.
- Collaborate with internal stakeholders such as finance and HR departments regarding budgets and recruitment needs.

Assistant Global Business Development Manager, Trans Atlantic Travel Group

Cleveland, OH

May 2011 – Jun 2015

Sales performance increased by 20% following the implementation 6-month sales consultant exchange programs to company locations abroad.

- Take responsibility for developing Individual Travel Accounts through extensive cold-calling, industry networking, and below the line sales strategies.
- Oversee all sales activities related to booking, coordination and customer follow-up for groups requiring bulk reservations of between 50 and 100 at a time.
- Contribute significantly to Food & Beverage revenues by facilitating and promoting effective upselling.
- Acquire knowledge of competition, as well as industry trends.
- Cultivate relationships with prospective new clients by introducing sales consultants to them

Senior Technical Sales Consultant, Bricks and Build Engineering Products

Milwaukee, WI

Nov 2009 – Apr 2011