

John Henry, Sales Development Professional

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PROFILE

Experienced and motivated Sales Development Professional with five years of experience in high level sales environments. Proven track record of expanding businesses by successfully networking and forming smart partnerships. The ability to cultivate key relationships and consistently generate new business. Self motivated and driven to help increase the prosperity of a business while working to enhance their reputation.

EMPLOYMENT HISTORY

Sep 2015 — Sep 2019	Sales Development Professional, Precision Inc.	New York
	<ul style="list-style-type: none">Helped to build and cultivate key prospective relationships, resulting in 10% sales increase for the first 2016 quarter.Assessed and research how our solutions team are addressing needs.Made changes to any sales pitches that are not resulting in new clients.Actively participated in trade show planning to maximize achieved goals of the sales team.Conducted thorough research to expand prospect list.	
Aug 2012 — Aug 2015	Sales Development Professional, Smart Solutions	New York
	<ul style="list-style-type: none">Established fruitful relationships with key clients and partners, resulting in increased revenues.Researched and implemented strategic marketing methods.Participated in sales meetings with promising prospective client companies.Worked collaboratively with my corporate team to make things happen.Maintained a proven track record of meeting and exceeding sales goals.Helped to enhance and uphold the open-minded and progressive reputation of the company.	
Aug 2011 — Aug 2012	Executive Assistant to Head of Sales, Pepsi Inc.	New York
	<ul style="list-style-type: none">Assisted the Head of Sales in her efforts to maintain an organized and productive office environment.Handled calls, recorded messages, and maintained the calendar.Proofread documents prior to meetings and gave my informed opinion when sought.Handled any and all daily clerical tasks and any additional work as needed.	

EDUCATION

Aug 2010 — May 2014	Bachelor of Communications, Manhattan College	New York
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SKILLS	Analytical Thinking	Expert	Business Development	Expert
	Team Management	Expert	Innovation	Expert

REFERENCES

References available upon request

LANGUAGES	Spanish	Highly proficient
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