




## Johnny Warner

Sales VP at 17 Media

Record-setting Sales Executive with 8+ years demonstrated history in media sales. Successfully penetrate new markets and accelerate top and bottom-line revenue growth by 41% over years.

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 New York

## Skills

- Revenue Growth
- Go-To Market Plan
- Customer Insights
- Presentation
- Account Development
- Negotiation Skills
- Public Speaking
- Analytical Problem Solving
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- SQL
- Python
- 8+ years of marketing exp.

### Language :

English, French, Mandarin

## Work Experience

### Sales Vice President

17 Media • Sep 2010 - Present

- Accelerated revenue growth by 8% in the two quarters.
- Landed key contract with Pepsi for its 2021 media outlet, successfully presented and completed the company's sale.
- Led team of 30 employees in multiple cities across Northern states. Increase market share by 12%.

### Territory Senior Sales Associate

Market +, Inc. • Sep 2008 - July 2010

- Ranked #1 in the company for new sales, exceed sales metric by \$6 million.
- Managed and trained Envaston salesforce of 12 employees in the Chicago region
- Monitored market conditions and adjusted marketing initiatives to address market development.

## Education



Apr 2013 - Jan 017

Northwestern University, Evanston IL

School of Management