

Brianna Vitan

Professional Summary

Dynamic professional with over 6 years of experience in sales, leveraging a background in Science and Business to drive growth and achieve results. Adept at building relationships, maximizing company awareness, and boosting revenue across diverse audiences. A goal-oriented and dependable leader with strong communication skills, time management, and the ability to excel in fast-paced environments. Seeking opportunities to expand skills and contribute to organizational success.

Education

Bachelor of Science in Chemistry

University of Mary Hardin-Baylor, Belton, TX | May 2020

- Full member of the American Chemical Society (ACS)
- Volunteer work: Helping Hands Ministry, Houston Food Bank
- Research and presentation of "Variable Temperature Viscoelastic Study of the Energies of Activation of Viscous Flow of Aqueous Electrolyte Solutions with Physiological Applications" (Scholar's Day, Fall 2019)
- Presented independent research on "The Effects of Vitamin D" (Scholar's Day, Spring 2019)

Minor in Business Administration

University of Mary Hardin-Baylor, Belton, TX | May 2020

Skills

- **Customer Relations | Adaptability | Networking | Multitasking**
 - **Leadership | Time Management | Negotiations | Collaboration**
 - **Organizational Skills | Problem-solving | Web & Tech Savvy** (Microsoft Office, PowerPoint, Excel, Access)
 - **Critical Thinking | Marketing & Advertising | Trilingual** (English, Romanian, Spanish)
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Experience

Account Manager

Flex Personnel – Work Today USA | December 2023 – June 2024

- Built and nurtured B2B networks, establishing partnerships and closing multiple accounts within manufacturing and distribution sectors across DFW.
- Led contract negotiations and business proposals with key clients and stakeholders.
- Managed sales forecasts, pipelines, and client communication, ensuring the successful promotion of services and talent acquisition.
- Utilized strong communication skills for follow-ups, lead generation, cold calling, and relationship-building.

Account Manager

Staff Force Personnel Services | June 2021 – December 2023

- Marketed services via phone, email, and in-person meetings, establishing relationships with clients and senior executives.
- Ensured exceptional customer service for both clients and temporary professionals through proactive communication.
- Built networks for new business opportunities, referrals, and led a team of recruiters.
- Accountable for business development and successfully leading job orders and sales performance.

Account Manager

Jungle Events, Dallas, TX | October 2020 – June 2021

- Developed strong client relationships and delivered exceptional service to Fortune 500 companies.
- Negotiated and customized products to meet clients' needs, ensuring a 100% ROI.
- Ranked in the top 10% for sales performance.
- Led recruitment efforts, conducted interviews, and trained new associates.
- Mentored and coached associates in their early stages with the company.

References

- **Nathaly Rivera** – Marketing Rep, Staff Force Personnel
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