

SENIOR SALES LEADERSHIP – BUSINESS DEVELOPMENT*Team Management, Account Development*

Highly accomplished & results-driven Sales Executive with 15+ years of successful new business development, competitive market expansion, and sales leadership experience. Driven natural leader who leads by example with an unrelenting work ethic & laser focus with a keen eye for details. Energetic & goal-oriented with a genuine passion for sales strategy. Has a well-rounded background in supporting progressive organizations in optimizing performance & revenue growth. Astute communicator & presenter adept at establishing rewarding relationships to benefit business development.

AREAS OF EXPERTISE

- Business Development
- Senior Account Executive
- Inside Sales
- TeleSales
- Call Center
- Marketing Management
- New Business Development
- Team Leadership & Management
- Account Management
- Client Prospecting

CAREER ACCOMPLISHMENTS

National Career Fairs

March 2010-5 – Present

Senior Event Manager

- Obtain clients for career fairs across the United States
- 18 months straight of achieving & exceeding quota
- Top in Sales in 2016, 3rd in Sales for 2015
- Sold & collected over \$205,000 in 2016, over \$180,000 for 2015
- Train new colleagues

BrandRep,

March 2014 – Feb 2015

Marketing Specialist

- Acquiring new clients in U.S. & Canada for search engine marketing company
- Top in sales 4 times with 25+ sales per month
- Receive inbound transfers converting into customers
- Increase existing clients spend while dealing with problems & issues

Thomas Industrial Services

July 2013 – Nov 2013

National Sales Representative

- Focus on obtaining clients in all 50 states and Canada
- Client prospecting & relationship management
- Extremely strong closing & ability to develop & maintain new & existing accounts

Yellowpages.com/YP.com

July 2005 – February 2013

Senior Media Consultant

- Secured, maintained & serviced new & existing client accounts
- Rescued numerous accounts from cancellation
- Sold almost \$700,000 in 2012 & over \$630,000 in 2011
- Solely obtained 495 active accounts in addition to 155 shared accounts
- Always succeeded in achieving established goals
- Original CEO Award Winner

Electronic Billing Systems

December 2002 – June 2005

Sales Supervisor

- Supervised 12+ employees for nationwide start-up home based Medical Software businesses
- Provided technical support & proactively handled turnovers for potential new customers
- Top in Sales multiple months

Sparkletts Water

January 2000 – November 2002

Customer Account Representative

- Acquired new residential & commercial accounts
- Serviced/Delivery to existing accounts
- Top in sales from April 2001 to November 2002

EDUCATION

CCAC South, Gannon University - Associates Degree in Business Management while on a baseball scholarship

EMT Basic

CPR Certified