**Christopher Dickens**

Federal Way, Washington 98003

206-304-7584 • [crdickens53@gmail.com](mailto:crdickens53@gmail.com)

**Sales Executive**

*30-years’ accomplishment surpassing ambitious sales objectives across technical industries*

*Tireless sales hunter, able to penetrate and secure new accounts within competitive markets*

*Growth-focused in stewarding accounts to ensure loyalty and increase year-over-year spend*

— Areas of Key Emphasis —

|  |  |  |
| --- | --- | --- |
| * Prospect Identification * Data Management * Technical Sales | * Account Management * High-Impact Presentations * Complex Sales Cycles |  |

**Key Strengths**

*Achieved sales goals through independent strategic action in both sales and customer service, recognizing market indicators and employing strategic sales assessment.*

*Superb written and oral communication skills, able to convey detailed technical information in basic terms to clients and other end users.*

*Highly motivated sales professional, consistently awarded for leveraging relationships to expand customer base and new product sales.*

**Professional Experience**

**Account Sales Executive** | IBM, Inc, Seattle, Washington 5/1996 – Present

Finalize sales and support tasks of innovative technologies. Establish and maintain excellent relationships with clients to effectively respond to their needs. Consistently listen to and act on clients’ needs and wishes. Demonstrate technical sales and support expertise from backbone connectivity to end user education for small to medium size organizations.

*Key Accomplishments:*

* Promoted to positions of increasing responsibility, in recognition of excellent performance.
* Transform untenable situations into workable solutions through effective communication with designers, planners, engineers, and primarily customers.
* Multiplied customer base from 80 to more than 150 accounts.
* Responsible for managing highest volume account in assigned territory.
* Expanded new product sales to 100% in 180 days.
* Received Winners Circle Award three consecutive years.

**Special Accounts Representative** | Adobe, Inc., San Jose, California

Analyzed data and statistical information to generate projections for new market penetration and strategies.

*Key Accomplishment:*

* Surpassed sales goals by at least 10% most months.

**Advertising Sales Representative** | Levis, Inc., San Francisco, California

Established and maintained positive business and client relationships, resulting in increased market share.

*Key Accomplishment:*

* Achieved sales of 1.2 million yearly, combined to total over 21 million in total sales during time in position.

**Education and Credentials**

**Bachelor of Arts in Business Communications and Marketing**

Louisiana State University, Baton Rouge, Louisiana

**Training & Development**

Psychology of Selling, San Francisco City College, San Francisco, California