

# Eric Simmons

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**Github:** [github.com/EricEnergy](https://github.com/EricEnergy) **LinkedIn:** [Linkedin.com/in/ericSimmonsNash](https://www.linkedin.com/in/ericSimmonsNash)

Objective: Exceed company expectations by expanding territory, client base and sales volume while enhancing company culture and aligning myself with team leaders.

## EDUCATION

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- Vanderbilt University – Coding Boot Camp
- 5 years Leadership in Sales mentoring program.

## STRENGTHS & PROFESSION SKILL SET

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- Employee Management & Delegation.
- The ability to work quickly and efficiently with a strong eye for detail.
- Marketing and Sales management.
- Proven ability to work well under tight deadlines
- Strong presentation skills.
- Swift merchandise adaptability.
- Knowledgeable with Microsoft solutions & CRM management tools.
- Ability to work with groups & independently
- Backend Development

## EXPERIENCE

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### **Quality Control – HudsonYards – LSC Communications**

Nashville, TN

- Assist in developing and maintaining color corrections and QC standards for all clients.
- Assist in developing and maintaining retouching and QC standards for all clients.
- Responsible for marking up content for over 20 re-touchers.
- Provide color correction, cut-out, banding solution, extension and background replacement service and expertise in concept development and realism.
- Develop new sales strategies for Audio, while identifying new business prospects.
- Manage prospective leads and existing accounts through the Salesforce CRM platform.

### **Account Executive – Chyron Hego/Click Effects**

Nashville, TN

- Delegated the creation of \$30k - \$500k quotes.
- Generated & Sales of warranty deals from \$8k - \$100k.
- Responsible for coverage of all territories regarding Audio sales.
- 25% yearly audio sales growth.
- Develop new sales strategies for Audio, while identifying new business prospects.
- Manage prospective leads and existing accounts through the Salesforce CRM platform.

### **Client Relations Specialist – Chyron Hego/Click Effects**

Nashville, TN

- Created over 200 quotes ranging from \$30k - \$500k
- Read diagrams and RFP's for current projects to delegate a client's needs.
- Generated sales leads through client outreach programs.
- Proactive customer support process leading to 98% approval and 84% client return.