

Lisa Trevis

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SUMMARY OF QUALIFICATIONS

- Nine years in Corporate B2B Sales and Account Management
- Two years of Small Business Ownership
- Strong Salesforce CRM knowledge as both a User and Administrator
- Proficient in both MS Office and Mac iWork
- Adept at mastering new applications and software quickly
- Passionate about solving problems and learning new skills
- Skilled in JavaScript, HTML5, CSS3, Bootstrap, JQuery, Responsive Web Design, GIT, GitHub, AngularJS, APIs & Algorithms.

RELEVANT EXPERIENCE

Small Business Owner, Minneapolis, MN/Bay Area, CA

Sep 2014 - Present

- Style, photograph, and create product listings
- Build relationships with customers and other sellers via in-person and online communication
- Constantly research ways to improve sales, procure inventory, and streamline accounting processes
- Manage inventory and track sales, revenue and customer feedback digitally

MultiPlan, Inc., New York, NY

Sep 2011-Sep 2014

Manager, National Accounts

- Increased revenue streams by up-selling and cross-selling additional products and market segments
- Mediated between internal teams and external Client Accounts for all technical, financial and service issues that arose
- Served as liaison between new Clients and internal implementation teams for new products and markets
- Established and maintained strong relationships with Client Accounts in order to retain their business

Integrated Health Plan, Inc., St. Petersburg, FL

Oct 2005-Aug 2011

National Sales Manager (Oct 2008 - Aug 2011)

- Managed sales campaigns, forecasted revenue, and resolved Client issues
- Negotiated contracts from initial contact to final signature
- Continuously exceeded annual revenue goals, ensuring sustained double digit growth each year
- Prospected new clients through cold calling, networking at industry conferences, and referrals from industry colleagues
- Traveled frequently to meet with Clients and exhibit at various annual conferences
- Investigated new conferences to determine potential ROI with respect to department budget guidelines and goals

Account Executive (Oct 2006-Oct 2008)

- Scheduled quarterly Client meetings to retain, up-sell, and cross-sell IHP's various product offerings.
- Interfaced with a wide range of Client staff including claims processors, IT, managers, VPs, and Presidents/CEOs in order to facilitate resolution of Client issues
- Worked closely with Marketing team to strategize marketing campaigns and personally copy edited all marketing material prior to external distribution

Business Development Specialist (Oct 2005-Oct 2006)

- Negotiated contracts, exceeded sales goals, and increased account revenue through relationship management
- Generated leads, made initial contact, and scheduled meetings with prospective clients
- Traveled extensively to conferences and Client offices to close deals and finalize negotiations

EDUCATION

16 Week Boot Camp
Codify Academy

Will complete April 2017
San Francisco, CA

4 Week Prep Course
Hack Reactor

2016
Oakland, CA

Microsoft Office Suite
Index Computers

2015
Savage, MN

Associate of Arts
Normandale Community College

2001
Bloomington, MN

