

BUSINESS DEVELOPMENT EXECUTIVE

Professional Summary

Highly motivated and intelligent professional utilizing highly refined sales, marketing, and managerial skills to grow revenue and profits. Yearly ranked in the top 5% of sales performers by employing a strategic vision to increase revenue and profits in assigned markets. Extensive experience selling Business-to-Business information technology and print advertising services in the Cincinnati and Columbus metropolitan areas. Clientele ranges in size from multi-billion dollar, multinational, firms like Procter and Gamble (P&G) and Reed Elsevier (LexisNexis), and smaller organizations like Greater Cincinnati Water Works and Comair. Proficient with many software productivity suites like MS Office, and Customer Relationship Management (CRM) tools like ACT!, Goldmine, and Salesforce.com. Sales methodologies include many custom/proprietary systems as well as the Sandler Sales Methodology.

Experience

January 2013

to

Current

Company Name City , State Business Development Executive

- Responsible for selling IT converged infrastructure consulting services, hardware and software solutions in the Greater Cincinnati area.
- PCMS is a Microsoft Gold Partner who specializes in Cloud and On-Premise technology, including Office 365, SharePoint, Lync and Exchange.
- Proven experts in Staff Aug, Helpdesk, and project based work.
- My customer base includes companies such as Intelligrated, KAO, Great Oaks, Schulman, Hilltop Basic Resources, Luxottica, etc.
- Ranked