

## ACCOUNT EXECUTIVE

### Summary

Exceptional Sales Professional who consistently achieves annual sales objectives and increases the overall customer base. Effectively grows brand awareness through increased market penetration and new market development.

### Highlights

- National account management
- Fortune 500 company management
- Accomplished in relationship selling
- Friendly and cheerful
- Team building expert
- Proven sales track record
- Winner's Circle Award
- Sales management

### Accomplishments

Spearheaded a remarkable "worst-to-first" transformation. Grew new product sales 100% in [number] days. Successfully expanded account base from [number] to more than [number] accounts.

### Experience

Account Executive Aug 2011

Company Name - City , State

- A wholly owned subsidiary of Bloomberg, is a leading source of online legal, human resources, law, regulatory, and business information for professionals.
- Coverage spans the full range of legal practice areas, including tax & accounting, labor & employment, intellectual property, banking & securities, employee benefits, health care & pharmaceutical, privacy & data security, human resources, and environment, health & safety.
- Executed [number] daily cold calls to top level executives to increase client base.
- Exceeded targeted sales goals by [number]%.
- Emphasized product features based on analysis of customers' needs.
- Taught potential clients about products through seminars and other special events.
- Responsible for selling online, web-based technology tools to Director & VP level professionals - Human Resources, Benefits, Law, Accounting and Tax professionals Exceed yearly quota, finishing 2012 in the top 20 earning the Silver Award Deliver solution-based sales presentations to prospective and existing Bloomberg BNA customers Develop new clients and referral sources through prospecting which includes online resources referrals, cold calling, demand generation, or other local marketing programs Perform post-sales calls to ensure customer awareness, satisfaction, and the proper use of Bloomberg BNA products and services Sold to multiple industries - Industrial, Government, Healthcare, Law, and Medical.

Business Development Associate Oct 2010 to May 2011

Company Name - City , State

- Contract Sales Division of Staples, Inc.
- and focus on serving mid-sized businesses to large companies.
- Staples is the world's largest office products company.
- Laid off due to corporate restructuring (entire team laid off) Exceed monthly sales quota consistently on a monthly basis by 150%.
- Prospect small to large employers within the St Louis market, selling an array of business solutions using a consultative sales approach; Responsible for developing a new customer base through cold calling and community networking; Work with a defined sales quota focusing on initiating relationships within multi-level decision makers through phone, marketing campaigns, in-person meetings and presentations.

Sales & Operations Manager Jan 2007 to Jan 2010

Company Name - City , State

- relocated back to St Louis, MO for wife's employment Operated health club facilities through the United States which were transitioned or sold to different organizations through the course of the years.
- Increased profits by developing, initiating, and managing corporate fitness program - sold large corporate accounts such as Sallie Mae, Roche Pharmaceutical, St Vincent Health Center and Indiana University; Manage all aspects of the four health clubs, including sales, fitness and operations.
- Responsible for millions in revenue across various business lines.
- Defined strategy and business plan for Indianapolis, Kansas City, Lexington, KY and Chicago areas.
- Transformed district performance within the first 3 months.
- Increased sales and revenue by 50% month over month, above prior years.
- Responsible for hiring, training and development of all facility staff.

Sales Manager & Assistant Sales Manager May 2002 to Dec 2006  
City , State

- Successfully opened the new multi-million dollar facility that was at 20% of projected revenue, increasing revenue to 125% of corporate expectations within 2 months.
- Accountable for \$1.5 Million in annual revenue.
- Responsible for 20 plus employees: hiring, training and developing new sales counselors to succeed.
- Maintain a work environment conducive to professionalism and financial success.
- Key Achievements include: District Awards: 1 Sales Manager in Personal Sales Gross for THREE Months; 1 Assistant Sales Manager in Personal Sales Gross for EIGHT Months; 1 Sales Counselor in Personal Sales Gross for THREE+ Months.
- Regional Awards: 1 Sales Manager in Personal Sales Gross for THREE Months; 1 Assistant Sales Manager in Personal Sales Gross for EIGHT Months; 1 Sales Counselor in Personal Sales Gross for THREE+ Months.
- National Awards: 1 Assistant Sales Manager in Personal Sales Gross for SIX Months; 1 Sales Counselor in Personal Sales Gross for ONE Month; Contest Winnings: National Winner of Company Recognition Program consecutively Delivering 100% of the goal set forth by the corporate office in Total Gross, New Membership Sales, Monthly Dues, and Personal Training programs.
- Provided leadership for staff and instituted career goals and incentives that elevated performance while building moral and a team-oriented environment.
- Assisted the District Manager in marketing the facility through community outreach programs.
- Determined the sales strategies used to introduce innovative wellness programs and services to top local corporations.

#### Education

Masters of Science (MS) , Business Administration & Criminal Justice 1 2005 Lindenwood University - City , State

#### Business & Criminal Justice Administration

Bachelors of Science (BS) , Criminal Justice 1 2002 Criminal Justice Accomplishments and Other AchievementsJUCO Top 40 All American - basketballWorked 40+ hours per week, while attending graduate school full-time

#### Skills