
SALES & ACCOUNT MANAGEMENT PROFESSIONAL

Dynamic, forward-thinking professional with outstanding organizational capabilities which have proven to be critical assets in developing a positive work environment and exceeding company goals. A lifelong learner with a sound academic background as evidenced by recent completion of a degree in Business Management. A client focused approach to business development and sales performance. Proven ability to achieve greater understanding of purpose and direction in individual scope. Demonstrated skill in accurately completing work and meeting established deadlines. Seeking a position in sales or account management.

EDUCATION

COLUMBUS STATE COMMUNITY COLLEGE, Columbus, OH

- Associate of Science Degree, Business Management (Completion December 2015)

Key coursework includes:

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|-------------------------|----------------------------------|
| ✓ Business Principles | ✓ Enterprise Planning & Analysis |
| ✓ Statistics | ✓ Business Ethics |
| ✓ Accounting | ✓ Entrepreneurship |
| ✓ Marketing Principles | ✓ Project Management |
| ✓ Business Applications | ✓ Negotiations |
- Certification – Managing Interpersonal Skills
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KEY SKILLS & ACCOMPLISHMENTS

- Increased revenue \$2.3 million by identifying technical needs of customers and offering information on appropriate products.
 - Fostered repeat business by providing staff training to highlight strategic product information and ensuring customer brand loyalty.
 - Used professional opinion in analyzing and solving issues when dealing with numerous variables where standard resolutions were not appropriate.
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EMPLOYMENT EXPERIENCE

MARKETSOURCE, Columbus, OH (March 2012 – Present)

Account Sales Representative

- Drive profitability and growth by initiating key sales strategies and submitting feedback on products to senior management.
- Work with customers plus show benefits and features of products in line with their needs.
- Design and provide staff training to show key features of products and improve sales of slow-moving merchandise.
- Evaluate customers' issues and find mutually beneficial outcomes.

OFFICEMAX, Delaware, OH (September 2010 – November 2011)

Retail Sales Associate

- Assisted customers' on the sales floor and set-up Planograms; maintained tidy and well-stocked displays.
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AWARDS

- Awarded for achieving \$2.3 million of HP sales and bringing store to #3 in the district
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VOLUNTEER EFFORTS

CROSSROADS.TV CHURCH

Youth Leader & Church Guitarist