

# Justin Davis

Results Driven

JustinWadeDavis@gmail.com

480-298-3473

Mesa, United States

I'm a self-motivated, experienced Account Consultant with fifteen years of client and employee management. Specializing in mission-critical projects and effectively communicating in high-volume and dynamic environments.

## SOFT SKILLS

Client Pipeline Management

Quality/Performance Management

Analogical

Articulate

Dependable

Consistent

Collaborative

Analytical

Team Builder

Exemplary

Work Ethic

Critical Thinking

Adaptable

Motivated

## WORK EXPERIENCE

### Commercial Accounts Development

#### Private Client

01/2023 - Present

Queen Creek, AZ

Artificial Turf Sanitization and Maintenance-

##### Achievements/Tasks

- Tasked to Develop Commercial Accounts Environment on a 1099.
- Curated and Managed a Commercial Accounts Program for an Artificial Turf Sanitization and Installation Company
- Trained Staff as Outside Sales Account Managers.
- Planned, organized and grew commercial accounts territory.
- Developed and maintained a volume-driven and profitable base of customers.
- Created a strong culture of customer service, organizational, and sales skills

### Mid-Market Account Advisor

#### Go Daddy, inc

05/2014 - 10/2019

Gilbert, AZ

GoDaddy a place people build a professional website, hosting plans, an all-in-one solution provider to get your idea online.

##### Achievements/Tasks

- Maintain a book of business with over 2.5m in potential revenue month over month using Salesforce & PipeDrive.
- Experience in data visualization and business intelligence tools like Tableau, Google Analytics to create run-rates & sales trends.
- Responsible for the preparation and delivery of quotes for clients to obtain SaaS products and cloud based solutions.
- Created a plan to focus on building and maintaining end-to-end sales & technical relationships with clients to increase their productivity, while positioning relevant fact-based solutions and products.
- Sales strategist and staff leader recognized for the ability to generate \$460K+ in annual revenue.
- Noted willingness to be bold and assertive when making strategic decisions.

### Driver

#### UBER, Inc

12/2014 - Present

Phoenix Valley, AZ

##### Achievements/Tasks

- Empathetic to all passengers feelings and able to interpret their needs on a trip-by-trip basis, solidifying my high rating.
- Market and create a positive experience with the Uber platform as a whole.
- Lauded as the first driver to have 500 consecutive "5 Star" rated trips.

## WORK EXPERIENCE

### Target Mobile

#### Regional Store Manager/ Program Development

04/2013 - 02/2014

Hemet, CA

##### Achievements/Tasks

- Drove sales productivity and customer satisfaction within Target Mobile retail locations throughout Southern California.
- Pioneered the need for consultant based sales representatives seeded into Target Electronics departments.
- Coached new employees and helped drive motivation.
- Engaged in side-by-side selling with retail associates.
- Participated in in-store promotions & coordinated with Executive level personnel on a weekly basis.

### Store Manager

#### 2B Wireless LLC

11/2009 - 03/2013

Phoenix, AZ

##### Achievements/Tasks

- Create a store culture revolving around Sales & Operations.
- Maintain High store numbers in order to achieve monthly goals.
- Coach new and existing sales reps on ever-changing wireless technology.
- Create and follow-up monthly Rep goals. Address any opportunities.

### Senior Dealer

#### Kirby Co

03/2008 - 08/2009

Honolulu, HI

##### Achievements/Tasks

- Canvas appointments via door-to-door and telephonically.
- Delegate appointments to other dealers and offices.
- Maintain a calendar while scheduling clients on a long term basis to guarantee both sales and appointments for all dealers.
- Close sales for new dealers during their presentations, regularly focused on ROI.
- Build rapport with customers, while showing the product & use multiple "closing" techniques to sell.

## EDUCATION

### Study Abroad Program

#### Kapiolani Community College

01/2008 - 05/2008

Honolulu, HI

## REFERENCES

Bobby Krill

"GoDaddy Leader"

Contact : bkrill@godaddy.com - 480-255-2165

Jessica M. Gage

"Daikin Store Manager"

Contact : Jessica.Gage@DaikinComfort.com - 909-362-3649