

Account Executive Account Executive Account Executive Bartlett, IL To obtain a sales position with a company that allows me to grow within that organization and maximizes my potential to have a successful career. Work Experience Account Executive PureB2B May 2019 to August 2019 Responsible for cold calling, prospecting, and creating my own pipeline Occasionally got inbound leads to work off of Contract Cyber Security Analyst July 2018 to October 2018 Set up and maintained network scans for various locations using Rapid7's Nexpose scanner Installed, provided support and maintained the scan engine for all business units IT Analyst at Parker-Hannifin Sole IT December 2017 to June 2018 contact for 116 employees Provided IT support to both the shop environment and office employees Primary point of contact across all IT software, hardware, and communications gear Problem solve, troubleshoot and prioritize IT issues Sales Representative Verizon Wireless January 2015 to December 2017 December 2018 - April 2019 Provided guest with superior customer service, friendliness, and a willingness to go the extra mile Responsible for all aspects of the sales and customer onboarding process Analyzed initial customer needs to find the appropriate products or services ? Leader in revenue generation for all hourly based employees ? Leading seller of tablets ? Achieved maximum sales bonus for five out of last seven quarters Cyber Security Intern Flexera June 2017 to November 2017 Leveraged networking and technical skills to provide coverage in a small IT security team Ran internal and external scans via Nessus to identify network and software vulnerabilities Researched and created new policies for the entire company regarding cyber security best practices Identified devices that were non-compliant and secured against the WannaCry and related attacks Usher South Barrington iPIC Movie Theatre June 2014 to November 2014 Responsible for initial customer experience at premium Chicago area movie theater. Internship Flexera January 2014 to April 2014 May 2011 - August 2011 Prepared and executed Flexera's Corporate Headquarters move from Schaumburg to Itasca Conducted physical inventory of computer hardware and peripherals Aided with physical move and new office set up for employees, server room and conference rooms Installed software and manually built assets in system for automated tracking Education Bachelor of Science degree DeVry University August 2017

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