

Account Executive Account Executive Account Executive - Super Fan Fundraising Tallahassee, FL
Work Experience Account Executive Super Fan Fundraising August 2017 to Present Create
detailed business plans to facilitate the attainment of goals and quotas Manage the entire sales
cycle from finding a client to securing a deal Attain new sales opportunities through networking;
maintain long term partnerships Provide professional after-sales support to enhance the
customers' dedication Respond to complaints and resolve issues aiming to customer contentment
and the preservation of the company's reputation Negotiate agreements and keep records of sales
and data Realtor; Property Manager Steiner Group February 2015 to 2017 Specialized in working
with first-time home buyers Created informative presentations targeted at first-time home buyers
regarding the benefits and pitfalls of home ownership Held weekly open houses Made at least
10 new contacts daily to increase community viability Had no less than 4 active sales contracts
submitted to the closing coordinator each month IT Consultant Apple/Mac Software February 2015
to 2016 Provided mapping requirements and software solutions Documented results of software
research tools and applications Executed program modifications and changes Confer with
clients Advanced highly functional qualitative modifications and system changes Project Manager
Quinque Farms June 2013 to February 2015 Ensured resource availability and allocation Used
appropriate verification techniques to manage changes in project scope, schedule and costs
Managed relationships with clients and stakeholders Produced and maintained comprehensive
project documentation Education Tallahassee Community College 2013 to 2014
Certifications/Licenses Real Estate License February 2015 to September 2018

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