

Sales Account Manager Sales Account Manager Sales Account Manager - Seasons Mechanical
Charlotte, NC Authorized to work in the US for any employer Work Experience Sales Account
Manager Five Seasons Mechanical - Atlanta, GA June 2017 to Present Perform both sales and
business development for a commercial HVAC firm that specializes in duct cleaning/air quality,
prevention maintenance services, install, and various energy saving programs Partner with
Engineering resources for technical /spec issues. work with Architects and Engineers to discuss
specs and see if pricing for commercial properties was adequate. Within one year, I bid on more
than 2 million dollars worth of projects. Working with economic factors such as capital cost,
operating costs, equipment maintenance, equipment lifetime, and administrative and enforcement
costs. Energy Management Control and analytics Systems. Working with chillers and boilers.
IaaS,SaaS, and PaaS experience Territory Sales Manager Altria - Wixom, MI July 2011 to February
2017 Grew my sales territory in a previously-declining market Managed 180+ accounts, 90 of
which were very large Actively participated in development of yearly territory sales budgets Built
and implemented business plans for clients Assisted in training fellow TSM's Ensured
confidence in client presentations, using great sales and negotiation skills Assisted with RFP's,
RFI's, and RFQ's in the sales recruitment process Planned strategic goals for long term / short
term growth to ensure profitable growth Using key measurement tools such as KPI's, CRM's, and
Sales Force. Database Administrator / Sales The Hibbert Group - Trenton, NJ April 2009 to June
2011 Created database for sales promotion programs Set database file structures and file/table
relationships Created user-friendly databases, marketing strategies, web leads, Business Reply
Cards (BRC's) and Interactive Voice Recognition for Boehringer-Ingelheim's and Lilly Pharmaceutical
companies Created digital promotional bundles for Spiriva, Zantac, Viramune, Miraplex, Dulcolax,
Mircardis and Aggrenox brands Established and executed processes for quality control Created
relational databases using Microsoft Access Education Bachelors Penn State University Skills
Customer Service, Cold Calling, B2B, Account Management, Business Development, Salesforce,
CRM, Sales, Powerpoint, Data Entry

Name: Alyssa Crawford

Email: jamesmason@example.com

Phone: (588)909-1358x912