

Ej Johnson

Sales Executive/Regional Sales Manager

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SUMMARY

Results-driven and customer-focused professional seeking a Sales Associate role to leverage excellent communication and interpersonal skills in delivering exceptional service, driving sales, and fostering rejuvenating customer relationships. Committed to meeting and exceeding sales targets while contributing to a dynamic team environment and overall business growth.

PROFESSIONAL EXPERIENCE

Sales Management Associate, CONCENTRIX, Cleveland

Jun 2021 - Dec 2024

Collaborated with company business executives to develop strategic sales plans for training solutions to improve team effectiveness and knowledge. Devised budgets and implemented training plans for customer needs. Successfully closed deals to meet or exceed annual sales quotas, demonstrating strong negotiation skills and a results-driven approach. Conducted comprehensive information gathering and reporting to analyze client needs, preferences, and feedback, driving data-driven decision-making.

- Coordinated and scheduled client meetings to effectively showcase products and services, tailoring presentations to client needs.
- Consistent sale management by completing daily targets of 50-100 emails and calls to engage prospective clients, ensuring a steady pipeline of opportunities. Utilized Customer Relationship (CRM) software to manage interactions with +200 customers.

Employment Specialist, Employment Specialist Express Employment Professionals, Cleveland, United States

Sep 2019 - Jun 2021

Conducted comprehensive candidate searches using various recruitment methods, online job boards, social media, and internal databases. Screen and evaluated applicants based on their qualifications, skills, and compatibility with client requirements. Kept informed on industry trends, labor market conditions, and employment laws to ensure compliance and deliver exceptional service. Fostered relationships between clients and companies.

- Performed business to business sales as account manager for 10-20 industrial, skilled trade, and general labor accounts to meet weekly labor needs for clients. Provided information reporting for meetings.
- Participated in quarterly sales competitions to expand companies' client count and increase overall gross margins and compensation. Maintained quarterly and annual sales goals.
- Partnered with manager and co-workers for strategic planning to take advantage of opportunities in marketing.

Team Lead/Sales Representative, Boost Mobile Authorized Retailer, Cleveland, United States

May 2018 - Sep 2019

Created a optimistic environment for great customer experience. Assisting customers find the best solutions for their needs while understanding the process of competing sales. Implemented practical sales techniques to ensure sales rates are met on a weekly basis.

- Negotiate pricing and terms of sales with customers. Performed data entry, product inspection, and quotes.
- Provided product information and technical advice to customers.
- Maintained accurate records of customer interactions and sales activities

EDUCATION

Cleveland State Community College, Cleveland, United States - Associate, Business Administration Aug 2017 - Aug 2019

Associates program of Science to help prepare for the real world of business and various practices

CERTIFICATIONS

Microsoft Certification

Mar 2017

AWARDS

3x Dynamic Game Changer

Jun 2023

Recognition for outstanding customer service, sales, and over obtaining quota for the quarter to help team reach overall goal

SKILLS

Communication Skills	: Excellent Communication, Public Speaking, Active Listening skills
Leadership Skills	: Team Leadership, Delegating Responsibilities
Analytical Skills	: Risk Management, Financial Analysis, Business Development
Technical Proficiency	: MS Excel, Salesforce, Microsoft Office
Project Management	: Documentation & Scheduling, Time Management, Strategic Planning