

Joseph Corbin

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A dynamic Sales Professional with five years of professional experience specializing in business development, lead qualification, strategic selling, and account management. A proven track record of building and managing high-value relationships with wholesalers within the manufacturing industry.

Key Skills

- ◆ Business Development
- ◆ Strategic Selling
- ◆ Account Management
- ◆ Sales Strategy
- ◆ Closing Techniques

Professional Experience

Business Development Associate

Hazlett Manufacturing, New York, NY | August 2020 - Present

- Manage accounts with 10+ wholesalers generating \$3M in annual sales revenue, deliver product demonstrations and education to sales prospects, and exceed annual sales quotas by 20%-30% YOY
- Build relationships with key decision makers within the rubber industry, conduct sales negotiations, and utilize strategic selling techniques to enhance annual revenue growth by \$200K per year
- **Identify business development opportunities and coordinate with the sales team to develop presentations, qualify leads, and generate sales strategies for the territory**

Sales Representative

Giljeart Plastics, New York, NY | June 2018 - August 2020

- **Developed sales strategies to persuade manufacturing executives to purchase Giljean's rubber components, which resulted in a 150% increase in sales revenue over three years**
- **Managed a four-county territory in California valued at 31.5M, achieved 120% of sales quotas YOY, and developed long-term client relationships with key wholesalers**

Education

Bachelor of Science (B.S.) Marketing

University of Syracuse, Syracuse, NY | September 2014 - June 2018

Certifications

- ◆ Salesforce Certification, Salesforce.com, 2020
- ◆ Certified Sales Development Representative, AA-ISP, 2019