

ROGER BERNSTEIN

Sales account executive with five years of experience, specializing in client relations, business development, strategic selling, and revenue generation. A strong history of identifying innovative strategies to build customer pipelines and client relationships. Adept at collaborating with field teams to ensure alignment with client and business needs.

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PROFESSIONAL EXPERIENCE

SALES ACCOUNT EXECUTIVE

Innovative Solutions, Philadelphia, PA
May 2019 - Present

- Manage 20+ accounts within the Greater Philadelphia territory, generating over \$600K in annual revenue
- Analyze client business needs, develop strategies to ensure customer success, and lead efforts to develop sales pipelines and enhance revenue growth
- Partner with the Head of Sales to close inbound and outbound opportunities and exceed revenue targets by 5% to 10% month-over-month
- Utilize internal CRM tools to track sales activity and deliver status updates to the sales team and senior leadership

ACCOUNT EXECUTIVE

TechSolutions LLC, Philadelphia, PA
May 2016-May 2019

- Provided support for 10+ client accounts, generating \$30K-\$120K in annual revenue
- Monitored sales performance and delivered client invoices
- Identified new potential customers, conducted cold calling, utilized upselling techniques to close new business, and attended client meetings with management
- Fielded customer issues, coordinated with the Sales Manager to identify solutions, and supported corrective action plans to ensure client satisfaction

EDUCATION

Bachelor of Science in Business Administration

Temple University Philadelphia, PA
September 2017 - May 2016

KEY SKILLS

- ◆ Pipeline Development
- ◆ Relationship Building
- ◆ Prospecting
- ◆ MS Office (Word, Excel, PowerPoint)
- ◆ Salesforce
- ◆ CRM tools

CERTIFICATIONS

- ◆ Salesforce Certification, Udemy, 2016