

Christina Stephenson

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Summary

Experienced sales professional with 3 years of experience

Skills

crm • negotiation • customer relationship management • sales strategy • prospecting • lead generation • sales presentations • sales forecasting

Experience

03/2019 - 08/2024

Sales Manager - Farley-Harrison

- Managed portfolio of 27 key accounts
- Managed portfolio of 24 key accounts

01/2022 - 11/2022

Sales Specialist - Barr Inc

- Managed portfolio of 35 key accounts
- Achieved 120% of sales targets consistently
- Managed portfolio of 47 key accounts

06/2020 - 10/2023

Sales Manager - Gutierrez-Oconnor

- Developed sales strategies and presentations
- Generated \$306K in revenue through new client acquisition
- Developed sales strategies and presentations

11/2019 - 09/2020

Sales Specialist - Fox-Jordan

- Developed sales strategies and presentations
- Generated \$272K in revenue through new client acquisition

Education

- Bachelor of Computer Science, White, Stephenson and Roberts University (2016)