

Andrea Johnson

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Summary

Dedicated sales professional passionate about delivering excellence

Skills

negotiation • business development • sales strategy • lead generation • crm • prospecting • customer relationship management • account management

Experience

12/2017 - 12/2019

Sales Specialist - Kelley, Paul and Phillips

- Generated \$227K in revenue through new client acquisition
- Generated \$229K in revenue through new client acquisition

02/2022 - 03/2023

Sales Senior - Johnston PLC

- Developed sales strategies and presentations
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- Achieved 110% of sales targets consistently

08/2022 - 12/2022

Sales Specialist - Martinez and Sons

- Generated \$417K in revenue through new client acquisition
- Developed sales strategies and presentations
- Generated \$328K in revenue through new client acquisition

09/2022 - 04/2023

Sales Manager - Marshall, Rose and Golden

- Managed portfolio of 35 key accounts
- Achieved 95% of sales targets consistently
- Managed portfolio of 32 key accounts
- Achieved 98% of sales targets consistently

Education

- Associate of Marketing, Austin-Johnson University (2013)