

Kerry Black

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Summary

Results-driven sales specialist with proven track record

Skills

lead generation • prospecting • cold calling • negotiation • sales strategy • crm • sales presentations • business development

Experience

11/2021 - 06/2022

Sales Senior - Jimenez and Sons

- Generated \$112K in revenue through new client acquisition
- Achieved 109% of sales targets consistently
- Achieved 106% of sales targets consistently

12/2020 - 01/2022

Sales Specialist - Lyons-Jimenez

- Managed portfolio of 35 key accounts
- Managed portfolio of 43 key accounts
- Developed sales strategies and presentations

01/2019 - 11/2021

Sales Senior - Harrell-Clark

- Achieved 117% of sales targets consistently
- Developed sales strategies and presentations
- Managed portfolio of 38 key accounts
- Developed sales strategies and presentations

Education

- Associate of Computer Science, Ross, Smith and Thomas University (2020)
- Master of Engineering, Wilson LLC University (2017)