KARA AGUSTIN  
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**EXPERIENCE:**

**Jewel,** Seattle WAJuly 2013-**Present  
*Director of Sales***

* Exceeds monthly and annual individual sales quotas by over 20% and generates 3.5 million in annual sales
* Influential in driving over 3 million dollars in additional revenue streams into the company
* Cultivates a consultative sales and account management approach with clients
* Manages complex sales cycles with individual transactions of up to $300,000 per contract
* Fosters an analytical and metric focused approach to sales and marketing through evaluating monthly and annual sales forecasting and running weekly Google analytics
* Business development through exclusive venue acquisition with city owned and privately owned venues
* A self starter who works well in a fast paced environment with ambiguity and constant change
* Exceptional ability to build trust, rapport, strong client relationships and strategic business partnerships

***Senior Sales Consultant***

* Developed and fostered critical relationships with fortune 500 businesses and non-profit organizations
* Exceeded individual sales target by over 20% and sold 2.8 million in catering and event sales annually

***Inside Sales Consultant***

* Expanded corporate client base by cold calling and warm calling leads
* Fulfilled individual sales target of 1.2 million in catering and event sales annually

**Chanel,** Australia

***Sales Consultant (contract job, visa limitations)*** February 2011-December 2011

* Ranked top five in sales Australia wide and consistently exceeded monthly sales targets

**Wall Street Institute,** Asia Pacific

***Inside Software Sales Consultant*** July 2009-January 2011

* Sold a cloud based SaaS product of multi-media language lessons
* Achieved new business, existing renewals and up-sold revenue targets
* Utilized Salesforce to track all prospecting and client management activities

**Korry Electronics,** Seattle WA

***Account Manager- Aerospace Industry*** June 2008-June 2009

* Oversaw $6million in account revenue for Boeing and Airbus accounts
* Up-sold revenue targets of products of control panels and switches for airplane cockpits

**EDUCATION:**

**University of Redlands**, Redlands, CA 2003-2007

* Bachelors Degree in Psychology and Business Marketing
* National Honors Society
* Women’s Tennis Team