

Jim Barry // (917) 932-4536 // jimbarryy3@gmail.com

PROFESSIONAL EXPERIENCE

Badi | New York, NY

January 2019 – March 2020

Sales Account Manager US

- Created B2B phone and email strategy, which on-boarded 865 rooms (B2B accounts) including co-living companies, property management companies, and landlords as the US team's first sales hire.
- Organized B2B accounts in Salesforce to track each account from first touch to close (fully onboarded).
- Engaged with P2P users through Hubspot by enrolling them into marketing sequences based on quality control, platform engagement, or identifying key accounts.
- Performed real estate activities by obtaining active seeker data from Looker and matching active users with our available B2B inventory, which created 28 connections in a 4-week period, later adopted by entire company.
- Managed inquiries from listers and seekers needing customer service (24/7).

Corcoran | Williamsburg, BK

January 2018 – Present

Real Estate Salesperson

- Gross Commission Income to date: \$150,900 // Deal Size \$595,000 - \$3,920,000
- Coordinate with developers, investors, and first-time buyers to purchase property.
- Negotiate terms surrounding purchase price, saved clients on average 12.5% on purchase price.
- Host multiple a 50+ attendee events for listings (art gallery, wine tasting, networking event).
- Prospecting through cold calling (100 calls per day), email campaigns (weekly and monthly), sphere of influence (1500 targeted contacts), Corcoran marketing team meetings.

Blind Barber | New York, NY

December 2018 – Sept 2019

SDR / Outside Sales / Account Executive / Account Management

- B2B inside Sales: Implemented sales process, including prospecting, initial call and email script, marketing campaigns, follow up, account management (200-300 calls per week).
- Attend events to meet with franchise, retail, barbershop, and salon owners
- Mapped sales flow from SDR→AE→AM and tracked this process through Salesforce.
- Managed orders through Shopify and Salesforce and followed up with accounts for reorders.

JP Hogan | Staten Island, NY

January 2017 – December 2017

Operations and Business Development Manager

- Full sales cycle; responsible for contacting Project Managers and Contractors through multiple channels (LinkedIn Sales Nav, Cold Calling, Email Marketing Campaign)
- Visited 10-20 active job sites per month to estimate, price, and quote contracts / jobs.
- Scheduled 5-10 appointments a week to pitch new business and upsell existing clients.

Vantaa TAFT Football | Vantaa, Finland

April 2016 – November 2016

Professional American Football Player

- Worked as a paid professional American import (Team MVP, All-Star team Selection).
- Created content to promote the program (team events, promo videos, interviews, green screen).
- Organized and coached youth camps and practices (ages 8-16) twice a week for duration of contract.

EDUCATION

Aug 2012 - May 2016

Susquehanna University | Selinsgrove, PA

Bachelor of Science: Business Admin w/ a minor in Marketing

LEADERSHIP & SERVICE

NCAA Division III Athletics - Susquehanna University Men's Varsity Football (2012 – 2015) Elected Captain and Team MVP (2014 – 2015, 2015 – 2016) Awarded All-Conference and hold Centennial Conference all-time records

CERTIFICATIONS & SKILLS

Certified New York State EMT

Licensed New York State Real Estate Agent

Microsoft Excel, Word, PowerPoint, Looker, Salesforce, ZoomInfo, Close.io, Hubspot
LinkedIn, Twitter, Facebook, Instagram, Snapchat