

Josue (Josh) Adain

Strategic Growth Partner

Adaptable account executive with 10+ years of experience in customer service and extensive sales training seeking to leverage planning and interpersonal skills to skyrocket revenue and build lasting relationships with high-level clients. Proven track record in selling to C-level executives and decision makers. Attained 130% of sales quota in 2019. Also, a Green Bay Packers fan.

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WORK EXPERIENCE

Account Executive

Gartner Inc.

01/2020 – Present

Fort Myers, FL

The world's leading research and advisory firm.

Achievements/Tasks

- Promoted to the position of Account Executive after 9 months of quota responsibility for exceeding KPIs.
- Managing a quota responsibility of \$1,000,000+ in contract value within a territory of small-medium sized client accounts.
- Support a variety of segments of clients: Hardware, Software, IT Services, and Telecommunications.
- Utilize PowerPoint to conduct customized sales presentations (bi-weekly cadences & quarterly business reviews) to improve account management services and analyze impact of strategic engagements.

Account Manager

Gartner Inc.

10/2018 – 12/2019

Fort Myers, FL

Achievements/Tasks

- Achieved 130% of 2019 new business and renewal quota with 87.5% client retention; Secured \$393,550 worth of open business in first quota bearing year, each in multi-year contracts.
- Consultation with C-level executives to develop and implement an effective, enterprise-wide strategy that maximizes the value delivered to mission critical priorities.
- Accountable for the full sales cycle from prospecting through close; Tech savvy with working experience of social media tools, and knowledge of sales enablement tools.

B2B Sales Intern

Paychex

05/2018 – 08/2018

Orlando, FL

Achievements/Tasks

- Prospected for new clients and new referral sources utilizing the cold-calling, door-to-door, and current client visits.
- Cold-called 72 prospect locations in 88 °F summer heat to evaluate solutions for diverse payroll & workers compensation needs.
- Attended partner meetings to educate on HR solutions and PEO (Professional Employer Organizations) services and processes.

Management Trainee Intern

Enterprise Holdings

05/2017 – 06/2018

Orlando, FL

Achievements/Tasks

- Delivered superior customer service while contributing on a team that improved Service Quality Score over 80% for three consecutive months.
- Consistently met sales goals using proper techniques to meet monthly sales goals. Ranked as a Top 10 intern in district.
- Effectively communicated with customers, vendors and co-workers to maximize customer experience and operational plans.

SKILLS

Sales & Marketing

CRM

Account Management

Problem Solving

Social Media Advertising

Account Based Marketing

Leadership

Customer Service

Outbound Calling

Strategic Planning

Negotiation

Email Marketing

Teamwork

Organizational

Market Research

C-level Communication

Detail-oriented

ACHIEVEMENTS

Winner Circle Achiever (2019)

Gartner - Recognition for top associates in client retention & growth

#1 Global Region in the World (Q3 2019)

Gartner

Mitigating Risk and Driving 0% unengaged Seat-holders (04/2019)

Gartner

Summer Intern Presentation Winner: Customer Service (07/2017)

Enterprise Holdings

EDUCATION

B.S. in Business Administration

University of Central Florida

2015 – 2018

Major: Integrated Business | Minor: Professional Selling

Courses

- Project Management
- Supply Chain Management
- Data Driven Decision Making
- Advance Professional Selling

CERTIFICATES

Diversity & Inclusion Certification (04/2016)

UCF Office of Diversity & Inclusion

Virtual Leadership Academy (12/2015)

UCF Lead Scholars Academy

ORGANIZATIONS

University of Central Florida Professional Selling Program (08/2017 – 05/2018)

Member, 31 of 8,892 students accepted into #1 sales program in the nation.

Transfer Knights (01/2016 – 05/2017)

President, grew membership from 2-27 dues paying members by delivering speeches at orientations that featured 500 students.