

Christopher Natale

Contact Details



(203) 823-5200



ChristopherRNatale@gmail.com



Connecticut

(Available to relocate & travel)

Expertise

- Solution Selling
- Sales Process
- Sales Enablement Strategy
- Sales Presentations
- Customer Relationship Management
- Product Management & Development
- Business Problem Solving
- Revenue Generation
- Data Analytics
- Cross-Functional Collaboration

Technical Skills

- Salesforce (CRM)
- Microsoft Office
- Google Workspace
- DocuSign
- Zoom

Education & Training

Gateway Community College
New Haven, CT

Dale Carnegie Sales Training

References

Available upon request.

Results-driven sales solution specialist with 9+ years of experience leading teams and exceeding sales quotas. Excellent at collaboration, resolving issues and creating initiatives to increase revenue potential. Experience in training, mentoring, and coaching team members in new product launches resulting in revenue growth. Effective communicator, decision maker and problem solver. Proven track record of exceeding revenue benchmarks on a consistent basis.

Professional Experience

Hearst Account Executive July 2023 to Present

- Execute sales tactics, implement marketing strategies, and deliver effective sales presentations with passion to consistently earn, retain and increase revenue
- Generated \$70,000 of contractual revenue in first month of hire and consistently exceed KPIs
- Develop and facilitate cohesive product demonstrations for clients
- Develop and manage a sales pipeline and build new business relationships with local advertisers
- Research, prospect, network, cold-call, present and close sales
- Active member of DE&I Employee Resource Group to help cultivate a diverse and inclusive workplace

Indeed.com Senior Global Product Solutions Specialist (Enterprise) July 2021 to March 2023

- Recognized as top performer in sales strategy every quarter
- Consistently achieved and exceeded revenue and requisition quotas
- Implemented a structure within the organization to accelerate revenue growth and team collaboration
- Employed client insight awareness in identifying clients' needs and utilized consultative selling skills in optimizing business opportunities to communicate pricing and service strategies effectively
- Trained team members on products and sales approaches
- Analyzed client success and presented monthly analytic reports to leadership

Account Executive, Indeed Hire May 2019 to July 2021

- Recognized as top performer in sales organization every quarter
- Created detailed recruitment plans for clients to reach their goals and quotas
- Managed the entire sales cycle from finding potential clients to securing deals
- Retained and managed a book of business through consultative conversations and solution selling
- Maintained long-term relationships to maximize future revenue opportunities
- Conducted live product demonstrations virtually and on-site

The Edge Fitness Clubs Sales Manager

February 2014 to May 2019

- Recognized as top sales manager within the company for exceeding monthly goals
- Consistently met daily, monthly, and annual membership goals
- Recruited and trained qualified individuals to the sales team
- Assisted and trained other sales managers at struggling gym locations to achieve their goals and quotas