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**PROFILE:**

Excel in defining, developing and executing strategies to generate new business, develop existing clients, expand revenue channels, and facilitate competitive market leveraging ~ Talent for identifying, targeting and influencing key decision makers spanning businesses through Fortune 500 corporations and top 100 Accounting & Law Firms, Large Manufacturing Corporations and Senior Living facilities ~ Dynamic communication, consultation, presentation, negotiation, liaison, and relationship building skills ~ Able to rapidly acquire and master new product/service knowledge and markets, as illustrated by track record of success in broad industries.

**KEY ACHIEVEMENTS:**

- Two time Triple 10 Award winner for quarterly growth of over 10%- HD Supply
- Peer Coach for new hires- HD Supply
- Subject Matter Expert for Grainger Discount Program- Grainger
- Consistent over plan performance- Grainger
- Completed “Dimensions of Professional Selling” by Carew- Grainger
- Consistent Achievement Award for 3 plus consecutive over quota- Thomson Reuters
- Awarded largest government sale outside of IRS with PA Department of Revenue- Thomson Reuters
- Consistently sold largest number of contracts within region-Thomson Reuters
- Second place for four years in customer retention in region-Thomson Reuters
- New Hire Training Manager and Mentor-Thomson Reuters
- National Achievement Award- Clarke American
- Experience with Sales Force, SAP, Seibel and various e-procurement platforms
- Over 20 years successful professional field sales experience

**WORK EXPERIENCE:**

**Healthcare Specialist Field Account Representative**

**March 2017 to present**

**HD Supply**

- Work with over 300 Senior Living and Retirement facilities throughout a portion of Pennsylvania to drive compliance
- to existing GPO relationships, help facilities save time and money and increase HD Supply revenue.
- Successful at selling the suite of products to facilities including hospital beds, wheelchairs, lifts, bariatric supplies and general maintenance and repair supplies to all levels of senior living facilities including Executive Directors, Property Managers, Directors of Nursing and Maintenance Departments.
- Fostered excellent relationships across the network of HD Supply and my vendors to provide my customers with best in class solutions to meet their goals and objectives.
- Peer Coach to new hires- help new account managers to understand how to best grow their pipeline and accounts to focus upon, how to best utilize Sales Force, overview of products, features and benefits, as well as a resource for day to day questions.
- Within first few months, achieved 15% growth over prior quarter and 10% growth over prior year. Consistent year over year growth throughout my tenure.
- Two time triple 10 winner achieving over 10% growth for the quarter over prior year sales.

**Account Manager**

**July 2014 to March 2017**

**Grainger**

- Work with assigned territory to develop long lasting partnerships with customers to manage their MRO and procurement.

- Grew the territory from one that finished the second half of 2014 at 82% to one that finished over 100% in 2015, achieving sales of over \$1.7 million. Finished 2016 at 102% of plan.
- Established and expanded relationships with key decision makers and influencers to achieve sales goals and objectives.
- Developed strategic business plans and pipelines across a broad spectrum of offerings along with accurate forecasts for each account which enabled me to write and implement contracts to further grow the business with Grainger.
- Collaborate with outside vendors and companies to provide a total resource and solution to the customer.

### **Account Manager**

**Jan. 2007 to July 2014**

#### **Thomson Reuters Tax and Accounting,**

- Responsible for the sale of tax and accounting research, tools and software to Accountants, Attorneys, Government Agencies and Corporations within assigned territory of Pennsylvania and West Virginia. Consistently met and exceeded monthly and annual quota targets while maintaining and growing a territory worth over two million, up from \$400,00 when I started in January 2007.
- Maintained high activity level and a large pipeline closing over 300 contracts per year worth an average of \$1,800.
- Above plan performance for entire tenure except one year which was the year of the start of the recession.
- Represented Checkpoint, an online system that blends technology, editorial guidance, productivity tools, software and online learning with related content and software including OneSource, UltraTax and CS Professional Suite. Checkpoint encompasses
- RIA (Federal Tax, SALT, International Tax, Estate Planning, Pension & Benefit), PPC including Smart Tools and Software, Orbitax, International Tax Compliance Software, International Tax Management Expert, SEC Plus, Checkpoint Catalyst and integrated tools, CPE and more all on one platform with integration throughout especially to OneSource and CS Professional Suite.
- Sold across multiple functions and departments including “C” Level executives as well as end users at top corporations and Accounting and Law Firms to achieve sales goals and customer satisfaction including Hershey’s, Wabtec, Arnett, Foster, Toothman, Suttle & Stalnaker, Bowles Rice, and the Pennsylvania Department of Revenue.
- Managed and grew territory by seeking new customer relationships while maintaining existing business to drive revenue
- Growth by working with the client to deliver a comprehensive product offering to meet overall business or firm needs.
- Collaborate with other Thomson Reuters divisions to expand relationships within targeted accounts, identify cross-sell
- opportunities and enable partnership across business areas.
- Responsible for prospecting and the acquisition of new account sales over an extended sales cycle.
- Served as a mentor to new sales associates and as a New Hire Training Manager for two years.

### **Partnership Executive**

**June 1999 to Jan. 2007**

#### **Clarke American Check Printers,**

- Responsible for building and maintaining relationships with key decision makers and executive level management within designated accounts for the purposes of contract renewals, new product implementation and developing new business.
- Promote, sell and implement Clarke American products and services including channel shift and e-commerce solutions in an effort to strengthen the partnership and grow revenue.
- Increased territory sales by \$170,000 in 2004 which resulted in being the recipient of the 2004 National Division Achievement Award for sales excellence.
- Increased prospect universe to over \$2.5 million in active new contract sales within eighteen months.

### **EDUCATION:**

Bloomsburg University: Bachelor of Arts, 1998