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Objective

A highly engaged and positive team player with a strong customer focus and the motivation to deliver exceptional sales results.

Education

Saint Vincent College, Latrobe, PA
Bachelor of Arts,
May 2000
Major: Communication

Professional Experience

Wolters Kluwer,
Pittsburgh, PA (remote)
Regional Solutions Consultant, September 2017 – April 2019

- Executes the sales process for the full line of Tax and Accounting software and solutions to mid-to- large size accounting firms
- Territory consists of the Western half of Pennsylvania and parts of West Virginia, Maryland and Ohio
- Use a prescriptive consultative sales approach to partners and other decision makers
- Maintain high activity with 50 dials per week, 6-8 meetings per week and 2-3 demonstrations per week
- Have grown flagship cloud product, the Axxess Platform, by 30% in territory
- Investigate evolving customer needs and expectations
- Responsible for expanding existing base and prospecting new clients
- Work closely with other divisions within Wolters Kluwer to drive sales

Canon Solutions America,
Pittsburgh, PA (remote)
Senior Account Executive,
July 2016 – September 2017

- Sold full product line of digital large format printers, plotters, scanners and software solutions to new and existing accounts
- Territory consisted of the Western half of Pennsylvania, all of West Virginia and parts of Maryland
- Used a consultative solution selling approach to C level executives and Directors of departments
- Regularly perform demonstrations to prospects
- Attend trade shows and host open houses to showcase the product line
- Selected by management to be the team leader for Salesforce.com pilot program

OfficeMax Office Depot,
Pittsburgh, PA (remote)
ImPress Strategic Account Manager,
October 2010 – July 2016

- Averaged 105% to plan in annual sales (2010-2015)
- Ranked #2 SAM in the East in 2012, (112.46% to quota)
- Awarded the Performance Excellence Award for the Great Lakes Region in 2011 and 2012
- Sell ImPress services to existing and potential new accounts in a five state region, including Fortune 500 Companies
- Successfully Completed C Level sales training
- Worked closely with shared partners to increase opportunity and revenue
- Entrusted with organizing and leading team incentive reward programs to drive sales
- Partnered with 3rd party vendors to find customers competitive rates while balancing attractive margins
- Organized and hosted ImPress informative meetings to audiences as large as 40 attendees
- Challenged accounts to reexamine areas of operation in which ImPress can assist with
- Excellent working relationship with INAMs to gain information and share my successes with national accounts
- Chosen by DSM to participate in the Leadership Program

- Served as a mentor to a new hire CAM in Rochester, NY

**Enterprise Rent-A-Car,
Murrysville and Monroeville, PA
Branch Manager, July 2007-October 2010**

- Oversaw and managed two office locations
- Received promotion of a second branch office, additional accounts and a larger inventory
- 10% inventory growth over 12 months
- Work directly with #1 Cochran, a top ten account in the Pittsburgh region
- Tailor needs, provide superior customer service, and use suggestive selling techniques, maintaining high level of satisfaction among clients
- Maintain close relationships with General Managers and Service Managers to ensure existing and future business
- Control and maintain inventory worth over 3 million dollars
- Devised marketing strategy for employees, bringing strong sales growth to all segments of Enterprise
- Trained and mentored seven employees for promotion to management positions
- Manage team of four rental representatives and three detailers
- 100% retention among full-time employees
- Motivate employees by setting branch and individual goals

**Enterprise Rent-A-Car,
State College, PA
Branch Manager,
August 2004-July 2007**

- Manage all aspects of day-to-day operations for branch, including hiring and developing employees, overseeing accounts payable/receivable, inventory growth, profitability and customer satisfaction
- Manage team of four rental representatives, two detailers, and four drivers
- Marketed services to accounts, monitored expense reports and implemented strategies to develop customer relations
- 35% inventory growth over two and a half years
- Ranked consistently in profitability and ranked in the top ten offices in customer satisfaction
- Controlled and maintained inventory worth over 2 million dollars
- Sustained and grew Corporate Accounts by over 23% by marketing to their specific needs
- Built solid relationships with local dealerships, body shops, insurance agents and insurance adjusters to gain additional replacement rental business

**Enterprise Rent-A-Car
Assistant Manager,
August 2002-August 2004**

- Responsible for inventory management and maintaining over 50 existing accounts
- Trained and developed an average of four employees in a total of three offices
- Entrusted to independently operate an office
- Accountable for opening and closing the office and handling the daily cash flow
- Enterprise Rent-A-Car
Management Trainee/Management Assistant, January 2002-August 2002
- Assisted with the daily operations including renting vehicles, selling optional protection coverages and car sale referrals, and setting up corporate accounts
- Ranked consistently in the top of Enterprise's matrix for sales
- Provided quality customer service

Leadership/Honors

- Volunteer for Penn Trafford Youth and High School Lacrosse Program – 2015 to Current
- Varsity Head Coach for Franklin Regional JV and High School Boys Lacrosse Team -2008 to 2015 Sportsmanship Award from Allegheny Lacrosse Officials Association -2014
- Volunteered for Day of Caring in Centre County, PA - 2005
- Volunteered as Head Coach for the Franklin Regional Middle School Boys Lacrosse Team - 2001 Saint Vincent College DeLuca Award for Outstanding Student Athlete Recipient - 2000