

SAM L. KACHERGIUS

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WEBSITE, PORTFOLIO, PROFILES

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PROFESSIONAL SUMMARY

Resourceful Account Manager with excellent client oversight, issue resolution and relationship-building expertise. Maximized repeat business opportunities and utilized proven prospecting techniques to expand client base. High-level sales cycle knowledge and strong collaborative skills leading to optimum outcomes.

SKILLS

- | | |
|--------------------------|------------------------------------|
| • Providing Feedback | • Staff Training |
| • Lead Generation | • Business-to-Business Sales |
| • Community Organization | • Customer Relationship Management |
| • Resource Allocation | • Lead Qualification |
| • Account Management | • Account Development |
| • Account Reconciliation | • Operational Efficiency |

WORK HISTORY

08/2022 to 03/2023 **Business Development Representative**

Transportation One LLC – Chicago, IL

- Expanded business through effective network development, identifying new, and prospective clients
- Managed customer-facing relationships with all active accounts and key decision makers
- Developed and implemented favorable pricing structures balancing firm objectives against customer targets
- Developed business pipeline using cold and warm techniques
- Managed over 50 outbound calls per day
- Utilized knowledge of industry trends to develop value-added solutions and approaches for target audiences
- Managed all operations for each active account, including quoting, booking, and sourcing coverage for all freight

- Worked with sales team to collaboratively reach targets, consistently meeting or exceeding personal quotas
- Managed customer facing input with all pricing exercises, RFP's, RFQ's, and shorter-term contractual agreements; organization of contacts and all outbound communication through HubSpot CRM
- Ensured all active accounts are current with their AR/AP internally for Transportation One.

10/2021 to 08/2022 **Account Sales Representative**

Loadsmart

- Managed customer-facing relationships with multiple accounts ranging from SMB to ULE
- Booked, scheduled, and resolved issues within any part of their shipping process
- Conducted at least 80 touches per day on prospective accounts
- Managed list of leads for each week/month within Salesforce/Sales Loft
- Handled other general account management duties
- Consistently hit sales quotas and other monthly requirements.

10/2020 to 10/2021 **Installer/Account Manager**

Stone Profit Systems

- Managed client data transfer process from one ERP platform to another
- Managed client software onboarding with assigned active accounts
- Headed multiple out-of-state on-site visits to clients to assist with data transfer and learning of functionality of ERP products
- Headed all shipping and distribution of company provided barcode labels to clients
- Assisted in fielding customer support calls for active accounts
- Assisted in selling ERP software at two out-of-state trade show events.

EDUCATION

05/2019

Diploma Received

Rochelle Zell Jewish High School - Deerfi, IL