

Diligent and innovative Sales Consultant with extensive experience across a range of high-profile assignments. Detail oriented professional skilled in successfully driving project completion and achieving ambitious operational and financial objectives. Collaborative communicator adept at forging strong working relationships with a range of stakeholders to facilitate the new client acquisition and existing account retention process. Demonstrated track record of success in developing processes and procedures to drive productivity and revenue growth. Exceptional product knowledge and a continuous improvement mindset.

Areas of Expertise

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|---------------------------------|--------------------------|----------------------|
| ▪ Strategic Analysis & Planning | ▪ Business Development | ▪ Process Design |
| ▪ Relationship Management | ▪ Prospecting | ▪ Operational Growth |
| ▪ Leadership & Mentoring | ▪ Training & Development | ▪ Client Engagement |
| ▪ Customer Service | ▪ Interpersonal Skills | ▪ Problem Solving |

Professional Experience

SOUTHEASTERN PAPER GROUP • 12/2015 – 06/2018

A distributor of disposables, packaging, and janitorial supplies and equipment.

SALES CONSULTANT

Develop and implement sales and business development strategy in collaboration with senior colleagues, clients, and external stakeholders utilizing strong industry experience, technical capability, and excellent interpersonal skills.

Position Overview:

- Worked primarily with Spartanburg Regional Healthcare System, a network of hospitals, physician offices, and senior care facilities with locations across four counties in South Carolina. Proposed and implemented solutions for the facility management challenges of the healthcare industry.
- Developed working relationships with managers and personnel from the hospital system in various departments including environmental services, infection prevention, materials management, and purchasing.
- Provided a comprehensive analysis of customer processes to demonstrate how Southeastern Paper Group can help streamline their ongoing operations and deliver cost effective, highly profitable solutions in areas including floor care, laundry, general housekeeping, and infection prevention.
- Tracked and analyzed key industry trends and client insights to identify lucrative new market opportunities and mitigate against environmental threats as an integral part of the long-term planning and forecasting cycle.
- Conceptualized and implemented a variety of cost rationalization exercises including analysis of company performance, development of process improvements, and rollout of change management initiatives across the business.
- Forged collaborative relationships with industry insiders and vendor representatives to maintain a strong knowledge of current events in the paper goods, facilities management, and packaging industries in order to review and redesign operational, financial, and sales focused processes in a continually shifting external environment.
- Provided a comprehensive analysis of customer processes to demonstrate how Southeastern Paper Group can help streamline their ongoing operations and deliver cost effective, highly profitable solutions.

Key Accomplishments:

- Met with hospital personnel at various locations 2-3 times each week to present solutions, solve problems, evaluate existing projects, and anticipate needs.
- Contacted various vendor representatives 1-2 each week to find new products and solutions that would offer value within Spartanburg Regional applications.
- \$1.2 million in sales in 2017
- 36% profit growth for 2017
- Over \$300,000 in sales through Q1 of 2018

Additional Professional Experience

Redsky Wireless, AT&T Authorized Retail, 09/2014 – 12/2015

Education & Training

Bachelor of Science in Parks, Recreation & Tourism Management
CLEMSON UNIVERSITY | Clemson, SC

Technical Skills

MS Office Suite, Leadership, Problem Solving, Communication, Customer Service, Analysis, Planning, Industry Trends