

Mel Sim

Senior Account Executive

Queens Village, NY 11427
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Ambitious Account Executive who creates strategic alliances with organizational leaders to effectively align with and support key business initiatives. Builds and retains new partnerships and relationships with new valued partners.

#readytowork

Authorized to work in the US for any employer

Work Experience

Account Executive

CARR BUSINESS SYSTEMS, A XEROX CO - Commack, NY
February 2009 to Present

Calls into "C" Level decision makers within small to medium sized companies.
Generated new business in Queens to 200+ net new accounts.
Created new revenue streams through Manage Print Services with 50% profits, 1 out of 4 customers.
Over plan five out of ten years. (2011, 2014, 2015, 2018, 2019)
Currently 106% of plan (2017) to earn Presidents club.
Highest Percent of MPS Plan March 2015, 286%
Highest Percent of Equipment Plan in June 2016, 179%
Outstanding Sales Performance in June 2017, 161%
Currently Ranked #1 in Queens/Brooklyn team of 8.
Landed one of the biggest deals in the Bronx, \$450k in revenue.

Assistant Manager

ENTERPRISE RENT A CAR - College Point, NY
September 2007 to February 2009

Managed team of six professionals and multiple locations.
Strengthened company's business by leading implementation of Body Shops, ARX Programs including overall customer satisfaction.
Ranked #1 in Area for Elite Sales multiple months in a year.
Achieved Elite club member 90% of two years.

Store Manager

SPRINT INC - Freeport, NY
June 2003 to July 2007

Earned "Top Seller" for two consecutive quarters in 2004.
Developed highly empathetic client relationships and earned reputation for exceeding sales goals.
Opened a new store location and assisted in recruiting and training new staff.
Directed and supervised employees engaged in sales, inventory-taking and reconciling cash receipts.

Education

BACHELOR OF ARTS in COMPUTER SCIENCE And BUSINESS MANAGEMENT

St. John's University - Queens, NY

Present

Skills

- Leadership/communication skills
- Customer-oriented
- Product development
- Self-motivated
- Client account management
- Negotiations expert
- Salesforce (5 years)
- Business Management
- Sales Management
- Business Development
- B2B Sales
- CRM Software
- Sales Experience
- Cold Calling
- Outside Sales
- Relationship Management
- Microsoft Excel
- Microsoft Word
- Microsoft Powerpoint
- Microsoft Office
- E-Commerce
- Pricing
- Marketing
- Inside Sales
- E-Commerce
- Branding
- Recruiting
- Budgeting
- Customer Relationship Management
- Management
- Leadership Experience
- Operations Management
- Operations Management
- Research
- SaaS
- Retail Sales
- Negotiation
- Hospitality Experience
- Presentation Skills

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Certifications and Licenses

driver's license