

Cheryl White

Tactfully tenacious

New York, NY 10003

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(646) 290-4911

Willing to relocate: Anywhere

Authorized to work in the US for any employer

Work Experience

Account Manager

North American Bancards - New York, NY

2016 to Present

Targeting leads from inbound and outbound calls and converting them to active merchant accounts. Selling mobile or online merchant service solutions based on the merchant's needs. Successfully surpassing monthly sales goal. Presentations to merchants about the company and the various value added products. Negotiating rates with the merchants & assisting new merchants in activating their new service with our company.

Health Information Data Manager

Minuteman Health Inc - Concord, NH

2013 to 2016

My responsibility was to ensure all of our 37,000 patient's health information records were updated, Correct, and digitally protected.
Managed 5.

Once I received patient data information, analyzed, and protected it digitally assuring the Accuracy of records in compliance with Hipaa and handled with care.

Finance Specialist

Merchant Services - New York, NY

2010 to 2013

Provided working capital for small/medium size businesses throughout the United States. Offering financial products, building a pipeline of business, managing client relationships, working well in a team environment, and always closing. Set protocols and business practices to efficiently work leads, track the flow of information, and accurately document all outcomes.

Enterprise Development Executive/Account Manager

Comodo - Jersey City, NJ

2007 to 2010

Single Socket Layer Security Certificate Management. Offered CIO's a portfolio of security solutions for their web domains. Identified decision-makers within targeted leads to begin sales process. Emphasized product/service features/ benefits, negotiated /quoted prices, prepared sales proposals and reports. Investigated and resolved any client service issues.

Communicated brand identity and corporate position. Offered End-Point (SAAS model), EV's, Wildcards, UC's to all verticals worldwide (government, universities, healthcare, manufacturing, financial, and retail. Focused on 200 pc users to 20,000 pc users, Fortune 500 to 1000). Created and managed my accounts.

Education

Bachelor of Arts in Communications

Texas Tech University - Tech, Texas, US

Skills

- Maintain a positive mentality with an entrepreneurial and proactive approach to strategically Solve problems utilizing a consultative style. Ability to relate, understand and influence The emotional intelligence of most decision-makers. Intermediate level with Microsoft Office Suite and Salesforce CRM.
- Outbound Sales
- Account Management
- E-Commerce
- Business Development
- SaaS
- Negotiation
- B2B Sales
- Relationship Management

Assessments

Customer Focus & Orientation — Expert

May 2020

Responding to customer situations with sensitivity.

Full results: <https://share.indeedassessments.com/attempts/17ff4ef427e13abffd6dc4c068e6fd08eed53dc074545cb7>

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