

Sam Clymer

15+ years experience in sales, management, and customer service, with a specialization in presentations and product training

Effective analytical and interpersonal communication skills that have delivered great results over the years. Persuasive and able to maximize revenue generation through successful development and implementation of new sales initiatives. Reliable and driven with a demonstrated ability to gain customer trust.

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SKILLS

Interpersonal / Communication Skills	●	●	●	●	●	Technical Skills	●	●	●	●	○
Software-as-a-Service (SaaS)	●	●	●	○	○	Public Speaking / Presentations	●	●	●	●	●
Implementation / Onboarding	●	●	●	●	●	Virtual / On-Site Training	●	●	●	●	●
Full-Cycle Sales Strategy	●	●	●	○	○	Employee Management	●	●	●	○	○
Analytical / Quantitative Skills	●	●	●	●	○	Flexibility / Adaptability	●	●	●	●	●
Product Development	●	●	●	●	○	Detail-Oriented	●	●	●	●	●

WORK EXPERIENCE

Assistant Food and Beverage Manager

Icon Management (River Strand Golf and Country Club)

10/2016 – Present

Bradenton, Florida, USA

Florida-based property management company that manages notable Country Clubs and Homeowners' Associations (HOAs) across the State.

Achievements/Tasks

- Assists in the organization, management and administration of all operational aspects for the club's food and beverage department.
- Ensures all staff are meeting established standards of service. Monitors and tests service skills of the staff, and retrains and reinforces all standards on food and quality and service details daily. Provides feedback and appraisals as necessary.
- Monitors and maintains cleanliness of dining rooms and work areas; communicates issues of safety, cleanliness or malfunctions to appropriate departments; manages maintenance/safety issues to completion.

Outside Sales Executive

City Wide Maintenance of Tampa Bay

05/2016 – 10/2016

St. Petersburg, Florida, USA

A single-source solution for all building maintenance needs, CityWide contracts with independent contractors to give clients access to 20+ services.

Achievements/Tasks

- Responsible for creating new accounts within both Sarasota and Manatee Counties of Florida. Provided information and on-site presentations to potential clients for over 20 different janitorial and facility maintenance services.
- Sold over \$300,000 in annual contract revenue, and created over \$1.5M in additional pipeline in less than 6 months within the position.
- Broke the previous record for sales within the first month of employment for a sales executive in the Tampa Bay branch.

WORK EXPERIENCE

Account Executive

KORE

10/2015 – 03/2016

Tampa, Florida, USA

The Kore.ai Bots Platform gives enterprises the rich features needed to create high-value chatbots, without unnecessary development complexity.

Achievements/Tasks

- Prospected and identified opportunities within large-enterprise accounts (20k+ employees) throughout various verticals. Maintained over 100% quota on monthly KPI's.
- Utilized new techniques when prospecting for Kore's pre-product launch "Open House" WebEx presentation that ended up delivering over 80 C-Level attendees from 17 different enterprise-level companies.
- Produced a funnel of over \$1.2 M in revenue within a 5-month period which included companies such as Ford Motor Company, LabCorp, and Sykes Enterprises.

Account Executive | Implementation Specialist

Innovative Technologies by Design (ITD Food Safety)

05/2014 – 08/2015

Palm Bay, Florida, USA

Innovative Technologies by Design, Inc specializes in creating solutions to simplify food safety management.

Achievements/Tasks

- Provided automated food safety compliance solutions for nutrition directors and food service managers within the healthcare, educational and hospitality industries. Coordinated product trials for all major accounts and distribution partners. Designed comprehensive programs for clients.
- Outperformed all sales reps in company history within first month of employment by leading complete transformation of sales approach; identified new target market and made contact with appropriate decision-makers.
- Negotiated and secured deals with notable clients such as QK Holdings (largest Denny's franchisee with 100 locations), A&W Restaurants, and Stripes Convenience Stores. These contracts alone created over \$1M in new revenue.
- Built sales pipeline that was 2X current revenues.
- Produced another \$250,000 in sales to large K12 School Districts by customizing product programming to suit County-specific health and safety guidelines.
- Personally overhauled sales and training videos. Wrote copy, added voice-overs, and created additional photos and footage.
- Assigned responsibility for providing training and sales support to the company's field reps located throughout the country.

Sales Executive | General Manager

Import / Export, Inc.

10/2002 – 05/2014

Melbourne, Florida, USA

Import / Export, Inc. Was a liquidator of surplus OEM automotive parts.

Achievements/Tasks

- Recruited to develop and maintain multiple high-volume accounts in the automotive and retail industries. Transitioned into new role when auto bailout wiped out existing business in 2008. Established and managed two retail stores with full accountability for sales and profits. Trained and managed warehouse and retail employees.
- Brought in \$250K in new business during the first year of employment (17% of total sales) by conducting lead generation campaign consisting of cold calls, direct mail campaigns and tradeshow/event marketing.
- Grew new business to \$400,000 annually over the following years, a 27% increase in total sales.
- Created and pioneered new apparel retail concept that allowed parents to sign up for a "Netflix-style" program to purchase high quality children's clothing.

WORK EXPERIENCE

Clinical Education Representative

Alcon / Summit-Autonomous

08/2000 – 09/2002

Orlando, Florida, USA

Alcon offers the industry's most complete line of ophthalmic surgical products, enabling surgeons to achieve the best results for their patients.

Achievements/Tasks

- Directed the coordination and implementation of laser training and certification for ophthalmologists, managing a team of 10 field trainers.
- Personally trained doctors. Demonstrated the correct techniques for cutting corneas with the Summit Krumeich Barraquer Microkeratome, and became a Certified LADARVision 4000 Excimer Laser Vision Correction System Operator.
- Managed through period of rapid growth that saw the hiring of 5 new field trainers to ensure adequate coverage and optimal scheduling.

EDUCATION

B.S. Health Administration

University of Phoenix

A.A. General Studies

Valencia College

A.S. Audio Engineering

Full Sail University

CERTIFICATES

Licensed Community Association Manager (State of Florida) (05/2017 – 09/2018)

License # CAM48529

TECHNICAL SKILLS

Microsoft Excel / PowerPoint / Outlook / Word / Dynamics

CRM Salesforce / Inside Sales / ZOHO / Microsoft Dynamics

Operating Systems iOS / Windows

Audio Pro Tools / MOTU / Logic

Video Sony Vegas / Camtasia

Presentation Cisco WebEx / Citrix Go-To-Meeting / TeamViewer / join.me / Reflector 2

Miscellaneous Concur / Quosal / Ring Central

POS IBS