

Nicholas Price

Sales Professional

Experienced salesperson with extensive knowledge in the advertising industry. Proven track record of achieving and exceeding quota expectations selling to mid-market and enterprise level companies. Extremely motivated to make an immediate impact and move from an individual contributor to a management position.

✉ nickpriceltd@yahoo.com

📞 732-540-0317

📍 Oakhurst, New Jersey

EDUCATION

Brookdale Community College

Architecture & English

09/2013 - 05/2015

Horry Georgetown Technical College

Business Communication & Management

09/2016 - 12/2017

WORK EXPERIENCE

Account Executive

Zane Firm

02/2021 - 06/2021

Delray Beach, FL

Achievements/Tasks

- Individual contributor responsible for \$100k+ revenue per quarter
- Responsible for connecting Adjustors, attorneys, and contractors to potential clients
- Cold prospecting using zoominfo and salesforce lists

Sales Representative

FHPA

09/2020 - 02/2021

Miami, FL

Achievements/Tasks

- Outside sales to cold and warm prospects
- Responsible for contributing \$10k+ in revenue per month
- Assisted and trained new hires

Account Executive

USHealth Advisors

05/2018 - 09/2020

Coral Gables, FL

Achievements/Tasks

- Advising potential clients on different healthcare plans to best fit their needs
- Responsible for growing and maintaining a book of business worth over \$500k in ARR
- Extensive use of Salesforce CRM for organizing leads and forecasting quarterly numbers

SKILLS

Prospecting

Salesforce

Zoominfo

Lead Management

Ad-tech

Healthcare

AWARDS

Top Salesperson Q4 (FHPA) (09/2020 - 01/2021)

Top Salesperson in Q4 for FHPA