

Sean Monahan

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Professional Experience

Nasdaq - Asset Owner Solutions Atlanta, GA

Account Manager - Partnerships & Enterprise

Business Development Representative

January 2021 - Present

April 2019 - December 2020

- #1 BDR for 2020 regarding opportunities created and closed won revenue from opps.
- 94 Opportunities created 2020
- \$94,020.00 total commissionable revenue closed won from opps in 2020
- Open Opportunities in 2021 - 31 opps with \$625,340 in commissionable revenue
- Generate and qualify prospective leads via outbound calling and emailing to increase the sales departments' pipeline for plans with \$50B and over in AUM/AUA
- Work closely with SVP of Bus Dev & Director of Strategic Partnerships to identify new business opportunities and assist them throughout the sales process
- Conduct extensive research on target accounts to identify key decision makers and influencers prior to outreach
- Collaborate with team members and manager to develop strategies, best practices, and ideas that drive results
- Complete and maintain accurate account, opportunity, and contact records within Salesforce as well as detailed reporting of prospecting activities

Uline Braselton, GA

Account Representative Level 2

Account Representative Level 1

January 2019 - March 2019

January 2018 - January 2019

- Manage over 1,000 customer accounts In Georgia
- Conduct 22 sales calls per week with existing customers via scheduled appointment.
- Conduct 8 sales calls per week with existing customers without scheduled appointment.
- Prospect potential new customers and conduct 4-5 cold calls per week.
- Run quotes for customers in attempt to convert new item business, while maintaining a Gross Profit of +50% on each item. As of March, YTD for 2019 new item sales over \$1M.
- As of March, 2019 YTD sales over \$1.3M.
- Average sales after visit per customer over \$5K.
- Obtain 2-3 notes per week important to the competitor market within my customer base.
- Add 10-12 new product suggestions per week to items found in the field that Uline currently does not carry.

Marquee Insurance Group Roswell, GA

Account Manager/Operations Specialist

January 2017-January 2018

- Responsible for over 120 accounts and \$2,524,408.20 in premium for insurance brokerage company specializing in commercial auto transportation.
- Receive calls from potential customers requesting quotes and answer questions related to policy types and the quoting process in general.
- Process policy changes when requested which includes quoting the change, taking down payment, interacting with the insurance companies, and typically processing premium finance agreements.
- Process and issue different types of insurance certificates and cab cards.
- Input additional trucks/drivers/trailers/coverages into AMS 360 database as well as add them to insurance certificates and cab cards.
- Perform 1 month, 3 month, and 6 month check-ins with our accounts to ensure their needs are being handled properly and request any feedback they may be able to provide.
- Process shield loads for our sister company, Nolan Transportation Group, which is additional insurance on an individual load basis.
- Submit and track daily numbers which includes certificates of insurance, shield loads, quotes, endorsements, additional premiums.
- Create welcome packets and complete welcome conference calls for all new accounts with the customer and responsible sales agent.
- Received company Rhinos to Recognize award for July 2017 which recognizes top performer for that timeframe.

Education

Georgia State University, Robinson College of Business

Graduated December 2016

BBA-Bachelor of Business Admin. , Managerial Sciences 3.68 GPA.

Honors: Cum Laude

Certifications

CFA Institute Investment Foundations® Program

GA Tech Full Stack Web Development Bootcamp (in progress)

Technical Skills

HTML5, CSS3, JavaScript, jQuery, Progressive Web Apps, Agile Methodology, Bootstrap, React.js, Express.js, Node.js, MongoDB, MySQL, Command Line, Git

Bootcamp Homework Assignments

[Weather Dashboard](#) - The assignment criteria was to build a search engine that grabbed data from various cities and populated weather conditions, UV index, forecast etc. for that city.

[Hiking Hub](#) - application developed for hikers that live in any urban or suburban areas that want to find a hiking trail destination. The Hiking Hub will enable the user to enter their location and will provide the nearest hiking trail locations. Once the locations are populated, the user can decide on the trail they are most interested in. Once the trail button is clicked, reddit results for that trail will become visible for the user to review.

[Password Generator](#) - In this exercise, we were instructed to add javascript to existing html/css code which generated a random password.