

## Experienced Solutions Consultant

**Self-motivated individual with a progressive history surpassing ambitious sales objectives in multiple industries.**

Highly-motivated professional with expertise in all areas of account management, sales strategies, financial analysis, and customer and vendor relationships. Collaborative communicator skilled in expanding into new territories and industries while exceeding key performance metrics. History of success providing outstanding customer support.

### *Areas of expertise include...*

- Strategic Marketing Initiatives
  - Sales Presentation / Needs Based Selling
  - Account Management / Growth
  - Time Management / Organizational Skills
  - Exceeding Sales Goals
  - New Business Development
  - C-Level Communication / Collaboration
  - Team Leadership / Staff Development
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## Professional Experience

### **SMB SALES EXECUTIVE/SMB CUSTOMER SUCCESS PARTNER, 2017 to Present**

VERIZON CONNECT, Aliso Viejo, California

*Responsible for hunting for new business, while growing and managing a book of business for a leading telematics company within an assigned geographic territory, including up-selling accounts, and renewal of service agreements.*

Worked within an assigned market segment to retain the customer base, increase customer satisfaction and exceed set sales goals. Managed the task of proactively engaging clients, working within an assigned market segment to retain the customer base, partner with dealerships to sell and expand our OEM segment, increase customer satisfaction and exceed set sales goals.

- 170% of quota YTD 2019
- Achieved 136% of weighted quota in 2018
- Grew revenue from existing base within an assigned territory by building strong relationship with clients. Protected and defended annual revenue, customer base, and subscriptions within defined assignment. Consulted with clients on best practices to increase their ROI.
- Responsible for managing the overall account relationship. Worked with new and existing clients on contract renewals, account add-ons/additional features and escalating customer issues.

Continued...

**SOLUTIONS CONSULTANT**, February 2016 to October 2017  
KAREO, Irvine, California

*Worked closely with healthcare providers to provide practice management and billing service solutions through an award-winning electronic health records (EHR) system.*

Managed the daily sales responsibilities of handling approximately 30 customer calls daily, as well as soliciting new business with physicians' offices to help improve their operations. Offered product and service demonstration to new clients and collaborate with office staff on the setup and implementation of new systems. Utilized multiple sales sources and techniques including referral business, contacting previous customers, cold calling, and drop-ins to increase sales growth.

- Led new software releases and improved product base resulting in achieving over 100% of sales plan consistently.
- Spearheaded the design and implementation of a new product designed to attract niche markets and increase market growth. Worked closely with the executive team to analyze pricing and present the new product to mental health facilities nationwide.
- Received the company's President's Club Award (2016) for exceeding annual sales goals.

**SALES EXECUTIVE**, 2012 to 2016  
HIRE RIGHT, Irvine, California

*Provided sales and customer support for small to medium size businesses utilizing the company's services in conducting employee background checks.*

Managed a portfolio of SMB companies and responsible for annual sales revenues of approximately \$800K. Ensured key performance metrics were achieved. Worked closely with customers to listen and understand their business needs and offered them viable solutions. Analyzed market trends and industries to maximize new business opportunities. Trained and mentored new employees on company policies and procedures, equipment, and customer support.

- Exceeded monthly sales goals consistently by identifying and developing new business opportunities through inbound and outbound sales activities.
- Handled on average 30 customer calls a day, which included answering questions related to new and existing products and services offered. Tracked all correspondences via Salesforce CRM.
- Recipient of the President's Club Award (2014) given by senior management for the superior sales performance over the past year.

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## Educational Background

**Associate of Science in Business Administration**  
Orange Coast College, Costa Mesa, CA