

Jenat Heneghan

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Profile

Seven years of experience in digital marketing SAS sales and account management with an established history as an effective client resource and reliable teammate.

Experience

SOFTWARE QUALITY ASSURANCE ANALYST - iLAB | 2020

CLIENT SUCCESS MANAGER - Angie's List | 2014 - 2020

Use consultative selling and effective time management to consistently meet monthly renewal sales expectations through retention and growth of accounts. Familiarize clients with Angie's List platforms and build relationships with monthly check-ins and quarterly business reviews. Utilize Salesforce, Gainsight, MS Office, DocuSign, and other essential software to develop a fluctuating portfolio of ~1.5 million dollars across ~300 accounts. Uncover client business goals and obstacles to offer customized solutions and strategize for return on advertising investment. Communicate clearly and punctually to collaborate with clients, teammates, management, and other departments.

TECHNICAL SALES & MARKETING MANAGER - Vesta Pharmaceuticals & Nutra | 2013 - 2014

Applied a working knowledge of FDA-registered cGMP dietary supplement contract manufacturing procedures for finished products and a selection of nutraceutical raw materials. Prepared product marketing materials and represented Vesta at industry expositions to initiate new sales relationships. Partnered with clients to determine manufacturing needs from conception to formulation to post-production market support. Created and delivered client presentations, product flyers, and stock emails for use by Vesta sales and marketing teams. Assisted with raw material sourcing. Utilized social media management to increase client engagement. Maintained quarterly commission reports.

SCIENCE & MATHEMATICS TUTOR - Club Z! In-Home Tutoring | 2012-2013

Planned sessions to students' needs and skill levels; followed operating procedures, invoiced clients, and reported on weekly progress. Combined interpersonal skills with science and mathematics background to establish a good relationship, clearly communicate concepts, and produced measurable results.

GENERAL SUPERVISOR of EVENTS - Sodexo Indiana University | 2006 - 2011

Acted as liaison between clients and staff as well as staff and management. Coordinated training and scheduling for a fluctuating staff of ~100 hourly employees. Evaluated staff performance on an individual basis for promotion. Documented weekly inventory and order supplies from vendors. Multitasked, improvised, and communicated effectively in a fast paced, deadline orientated setting.

Education

INDIANA UNIVERSITY – BLOOMINGTON, IN | 2006 - 2010

Bachelor of Science in Biology, Chemistry Minor