

Yanni Karfaridis

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SUMMARY

Results-driven sales professional with extensive experience managing full sales cycles within private and public sectors, specializing in lead generation, strategic sales planning, and client relationship building. Proven track record in driving sales plans, contract renewals, and securing multiyear contracts that contribute to sustained gross margin growth. Expert in utilizing CRM systems such as salesforce.com for forecasting, opportunity tracking, and pipeline development to optimize sales performance. Skilled in coordinating with finance and vendor teams to refine pricing strategies and product mixes, ensuring alignment with market demands and customer needs. Adept at managing complex sales cycles through scheduled meetings, travel calendar management, and effective communication with stakeholder relationships, including C-level executives. Demonstrates strong technical expertise and strategic input to deliver compelling product recommendations and support Inside Sales initiatives. Committed to achieving QBR goals and exceeding sales KPIs by leveraging industry trends, sales training, and a hunter mentality focused on expanding customer accounts and regional markets. Experienced in collaborating with vendor teams and supporting the implementation process to ensure long-term partnership success and customer satisfaction.

EXPERIENCE

Account Executive | Goosehead Insurance

05/2022 to 03/2024

- Managed travel calendars and scheduled meetings to optimize client engagement and sales activities across regional markets, enhancing lead generation and opportunity tracking
- Spearheaded client acquisition and portfolio management, achieving a 20% sales revenue growth by securing multiple new business logos and expanding the client base significantly
- Executed full sales cycle activities including cold calling, outbound calling, product demonstrations, and successfully closing multiyear contracts and licensing agreements
- Collaborated with vendor teams and sales management to develop strategic sales plans, focusing on contract renewals and gross margin growth
- Utilized CRM systems for opportunity tracking, forecasting, and maintaining strong stakeholder relationships including C-level executives
- Leveraged deep product knowledge and technical expertise to provide tailored product recommendations and address transportation and logistics challenges
- Delivered exceptional customer service through regular customer visits, trade shows, and regional travel, enhancing customer accounts and pipeline development
- Consistently exceeded sales KPIs and quota by utilizing strong communication, problem-solving, and organizational skills
- Provided strategic input on product mixes and pricing, coordinating with finance teams to align sales initiatives with business goals
- Supported sales training efforts to navigate complex sales cycles and meet QBR goals

Inside Sales | Gallagher

03/2025 to Present

- Supported sales operations by managing client accounts and facilitating communication between sales teams and customers
- Utilized Microsoft Excel to track sales metrics and improve reporting accuracy
- Collaborated with internal teams to enhance customer service and satisfaction
- Applied problem solving skills to resolve client issues promptly and effectively

- Negotiated insurance policies and terms, increasing client retention by 15%
- Developed and maintained relationships with key stakeholders to expand business opportunities
- Delivered tailored insurance solutions to meet diverse client needs
- Leveraged analytical skills to assess risk and optimize policy offerings

Assistant Chief Clerk/ Criminal Supervisor | Harris County**01/2021 to 01/2022**

- Led a department of 20 clerks, improving operational efficiency and court process experience
- Coordinated campaign efforts that contributed to a successful judge election
- Authored standing court order setting expense fees and probation conditions
- Managed dockets and trained clerks on case load management, enhancing workflow

Clerk | Harris County**01/2019 to 01/2020**

- Oversaw criminal case processing from citation entry to disposition
- Coordinated with defendants to resolve cases efficiently outside court
- Maintained accurate records and ensured compliance with legal procedures

Inside Sales | Groves Industrial**01/2018 to 12/2018**

- Cultivated and maintained positive customer relations, enhancing customer service quality
- Provided accurate quotes, contributing to increased sales conversion rates
- Selected for ride-along training with outside sales representatives to build key relationships
- Exceeded efficiency and productivity targets consistently

Cash Application Specialist | Groves Industrial**01/2016 to 12/2018**

- Reduced Daily Sales Outstanding significantly, earning Employee of the Month in 2016
- Maintained accurate payment postings and managed \$700,000 wire transfer
- Streamlined payment processes, improving customer satisfaction
- Trained successor to ensure seamless transition and consistent service levels

Expeditor | Groves Industrial**01/2016 to 12/2016**

- Maintained optimal lead times for orders using Exiros portals, improving supply chain efficiency

Warehouse Associate | Groves Industrial**01/2011 to 12/2015**

- Pulled orders and stocked warehouse efficiently
- Led warehouse forklift upgrade initiative, saving \$5K monthly per forklift
- Contributed to warehouse expansion by building new aisles

EDUCATION**Associate of Science - AS | Lone Star College-CyFair****Bachelor of Science - BS Management | University of Phoenix**

SKILLS

Sales Management

Customer Service

Analytical Skills

CRM Systems

Forecasting

Microsoft Excel

Leadership

Problem Solving