

# Zachary Dennis

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## SKILLS SUMMARY

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- 13 years customer service experience
- Ability to work independently or on a team to accomplish tasks in a timely manner
- Strong written and verbal interpersonal communication skills
- 8 years of experience in business to business sales
- Proficiency in Microsoft Office
- Competent in many computer skills including social media, copywriting, & SEO/SEM Marketing
- Strong critical thinking and problem-solving skills

## EDUCATION

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**Legacy High School**, North Las Vegas, NV - Diploma 2010

## EXPERIENCE

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### KNDU-TV

March 2020– December 2022

#### *Account Executive - Kennewick, WA*

- Independently prospected and acquired new clients through direct business to business sales
- Consistent record of exceeding monthly sales goals
- Development and maintenance of positive client relationships over many years
- Management of 50+ advertising accounts
- Negotiation of rates and contracts with businesses
- Directing the production of new commercials
- Copywriting and preparation of market analysis reports

### Paylocity

May 2019 – March 2020

#### *HCM Account Executive – Central Washington*

- Managed territory of over 400 miles
- Developed and maintained over 500 client relationships
- Sold to business with 100+ employees with some over 500 employees

### KNDO-TV

March 2014 – May 2019

#### *Account Executive - Yakima, WA*

- Independently prospected and acquired new clients through direct business to business sales
- Consistent record of exceeding monthly sales goals
- Development and maintenance of positive client relationships over many years
- Management of 50+ advertising accounts
- Negotiation of rates and contracts with businesses
- Directing the production of new commercials

- Copywriting and preparation of market analysis reports

**Verizon Wireless**

July 2013 - March 2014

***Store Manager - Prosser, WA***

- Supervision of 4 employees
- Established and met weekly sales goals individually and as a team
- Maintained accurate storewide inventory
- Created sales strategies to improve

**Enterprise Rent-A-Car**

January 2011 - July 2013

***Rental Sales Agent - Richland, WA***

- Preparation of sales contracts
- Supervision of 8 service agents
- Sales with a focus on upselling to larger vehicles and addition of insurance coverage