

ACCOUNT EXECUTIVE

Profile

Innovative senior account executive with thirteen years of experience in managing and coordinating client relations seeking a position that will leverage my education and experience to build a successful business partnership. Quick and flexible in response to changing market conditions and new technologies in relation to corporate goals and standards. I have a proven background in information technology, and have spent hundreds of hours in training learning all aspects of the IT environment and how it effects companies of all sizes. My ability to learn quickly and work well independently makes me a value to any company that I would work with. Expertise includes information technology, distribution, logistics, sales, public relations, marketing/advertising, and contract negotiations.

Core Qualifications

Proficient in all Microsoft Office Suite products, Lotus Notes, Outlook, Sales Certifications in Apc, Symantec ,VMware, HP ,Microsoft, IBM 1 | Page

Professional Experience

01/2010 to Current

Account Executive Company Name i¼ City , State

- Initiated, built and developed relationships with clients to be the primary source for hardware and software in a defined territory.
- Responsible for sourcing, bidding and delivery of all equipment and overseeing sourcing from Channel distributors to ensure we meet the clients budget while at the same time maintaining profitability with our channel partners.
- Source products and services through channel distributors.
- Negotiate quantity and pricing with the channel distributors.
- Establishing relationships with key partners Submit applications for new distributors to Insight Maintain a strong background with electronic commerce, spend management and technology initiatives.
- Understand the negotiating interests of both Insight and the client.

01/2006 to 01/2009

Banking Sales Representative Company Name i¼ City , State

- Managed and built client relationships with high net worth clients.
- Conceptualized researched, and implemented several pilot programs to insure profitability for both Charles Schwab Co and Charles Schwab Bank.
- Partnered with Financial Consultants at multiple branch locations to drive business growth and capitalize on new revenue for the bank.
- Implemented a variety of new business development client acquisition programs that significantly.
- Promoted from field representative/banking credit specialist to banking sales representative.
- Designed realistic and credible market forecasts and successfully closed \$17 million new business in 2008.

01/2005 to 01/2006

Senior Account Executive Company Name i¼ City , State

- Directed and oversaw a team of 10 Account Executives.
- Executed several responsibilities; including reviewing loan submissions, collaborating with appraisers and the processing team to insure a seamless experience for the client.
- Functioned as a loan consultant to help problematic clients with refinances and purchases.
- Networked with real estate agents, brokers, law firms, and collectors as referrals for new business.
- Solely handled an extensive amount of paper work to insure proper guidelines are met for underwriting.
- Worked with all federal and state programs including FHA/VA loans, independent grants, and federal housing grants.
- Systematically underwrote full loan packages including comprehensive reviews.
- Awarded 10 million high flyers club award.

01/2002 to 01/2005

Territory Manager Company Name i¼ City , State

- Effectively managed a sales territory by identifying competitive market opportunities and building strategic relationship with CTX partners.
- Collaborated with internal teams and utilized accurate and timely quarterly forecasts to guarantee the proper execution of the sales process.
- Underwrote full loan packages and conducted appraisals with vendors to ensure appropriate value and property type.
- Served as an outside sales representative that performed door-to-door selling with mortgage brokers to secure new loan packages.
- Established and grew my own territory from the ground up.
- Worked in a faced paced environment with minimal supervision.
- Had to adapt to constant change in sales targets and goals.
- Serviced a range of companies from small businesses to large corporations.
- Earned numerous sales promotions for surpassing monthly and yearly sales goals.
- Championed the president's roundtable from 2002 to 2003.

Education

Bachelor's Degree : Sociology Sociology and Psychology Eastern New Mexico University Sociology Sociology and Psychology
S Ave K, Portales, NM 88130

Interests

Humane Society | Phi Kappa Psi Fraternity

Skills

banking, budget, competitive, hardware, consultant, credit, client, clients, delivery, electronic commerce, Financial, grants, HP, IBM, law, Lotus Notes, market, all Microsoft, Office Suite, Outlook, negotiating, new business development, outside sales, Page, pricing, real estate, selling, Sales, strategic, supervision, Symantec, type

Additional Information

- AWARDS AND HONORS Woodrow Wilson Leadership Award
- ACTIVITIES Humane Society | Phi Kappa Psi Fraternity