

SALES MANAGER/ TERRITORY SALES MANAGER

Experience

Sales Manager/ Territory Sales manager 02/2014 to 08/2015 Company Name City , State

- Selling and working with Franchises, Strategic Partners on Mobile Loyalty Platform
- Working with Digital and Advertising Agencies on Reselling Product Selling Local Clients in the Arkansas Territory on the Mobile Loyalty Platform.

Marketing Executive/Senior Sales Consultant 04/2011 to 01/2014 Company Name City , State

- Aggressively research, develop, and cultivate leads for LivingSocial Deals using a variety of online and offline sources Meet and strive to exceed individual monthly, quarterly, and annual sales goals Qualify prospective clients by phone and close deals in-person Use consultative sales skills to assess merchant goals, propose a customized LivingSocial solution, and obtain commitment Manage relationships with established clients and construct proposals and contracts within selling guidelines to develop and maintain a book of business Communicate ongoing contacts and sales activities utilizing Salesforce.com Provide ongoing and up-to-date documentation to the operations team and regularly collaborate best deal strategies* 1st Ranked MC 2011-North America* 2011 Annual Review Rating- 5 MVP* Hawaii Whale Winner Circle 2011* VP Many Cole Challenge Badge* Turkey & Gravy Badge* Dasher Badge* Blue Whale Badge* March Madness Badge* Nothing But Net Badge- Attended VIP Event for 1st Qtr, Red Hot Chili Peppers* Rock Star Badge Winner- was among the 12 that was treated to dinner with Tim and Mandy* Multiple 15x15, 20x15 Badges* Accepted in the June Team Triton Class Attended 2nd QTR VIP Event in Las Vegas, Palms Hotel Won Glass 1/2 Full Badge in July Whale winners Circle 2012, Trip to Costa Rica Roadrunner Badge Winner for Jan.
- Feb, March 2013 Quarterly VIP Winner for 2nd, 3rd and 4th 2013.

Business Manager 06/2008 to 03/2011 Company Name City , State

- Selling online advertising, sponsorships, Contest to strategic accounts and new customers.

Local Sales Manager 10/2004 to 06/2008 Company Name City , State

- Managed 9 Local Account Executives, Team Building, Managed Inventory, Controlled the Paid Programming and Direct Response Accounts, Point person for Internet Sales, Received the New York Times "Rules of the Road" Award for Top Performer 2007.

Retail Account Executive/Internet Advertising Manager 08/1998 to 10/2004 Company Name City , State

- Developed new and serviced existing accounts with regards to newspaper design, Implemented marketing plans for individual clients, Worked closely with advertising agencies in relation to client needs, Created Internet Sales Department, Developed Internet advertising on newspaper websites.

Senior Buyer 08/2015 to Current Company Name City , State Remote Senior Buyer--Searing for new and exciting products and reaching out to designers and manufacturers to establish partnerships. Â Pitching brand vendors to work with Touch of Modern and establish new relationships. Â Managing dozens of accounts while simultaneously continuing to build new ones. Â Planning sales events and selecting the final products for sales events. Â Neotiating pricing and terms.

Remote Senior Buyer (Fayetteville, AR) 08/2015 to Current Company Name City , State Searching for new and exciting products and reaching out to designers and manufacturers to establish partnerships. Â Pitching brand vendors to work with Touch of Modern and establish new relationships. Â Managing dozens of accounts while simultaneously continuing to build new ones. Â Planning sales and selecting the final products for slaes events. Â negotiating pricing and terms.

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Education

MBA UNIVERSITY OF ARKANSAS City , State

B.S : Business Administration/Marketing UNIVERSITY OF CENTRAL ARKANSAS City , State Business Administration/Marketing

High School Diploma MANSFIELD HIGH SCHOOL City , State

Skills

Advertising, book, Excellent Communication, Computer Knowledge, contracts, Clients, documentation, Innovation, Inventory, Team Building, marketing plans, newspaper, Programming, proposals, research, sales skills, Selling, Sales, Sales Management, Strategic, phone, websites