

ACCOUNT EXECUTIVE  
Professional Summary

Account Executive

Accomplished sales-management professional with 5+ years of solid account management, strategic-negotiation, business-expansion, and organizational-design experience at corporate levels for both startup and established companies

Education

B.S. : Business Management , 04/2013

Southern Illinois University - City

MBA : Business Management Strayer University - City

Core Competencies

- B2B Strategic Selling
- Business Development and Planning
- Territory Management
- Market Research
- Negotiation
- Time Management
- Growth Oriented

Work History

Account Executive , 10/2017 to 01/2019

Company Name â€“ City , State

- Expanded YOY revenue by \$734k from 2017-2018, resulting in 61.16% increase
- Used consultative sales approach to understand and meet customer needs
- Performed cold-calling and follow-ups with leads to secure new revenue
- Set up appointments with potential and current customers to discuss new products and services
- Negotiated with established and developing customers to secure profitable rates and client satisfaction

Account Manager , 04/2015 to 08/2017

Company Name â€“ City , State

- Increased sales by 151.66% YOY with execution of full sales cycle processing from initial lead processing through conversion and closing
- Utilized consultative sales approach to identify, solicit, and secure new business from existing and new customers
- Thoroughly analyzed issues and clearly communicated solutions to customers
- Successfully sold to varying sized companies, such as manufacturers, distributors, big box retail vendors, and to all levels within an organization

Operations Manager , 12/2014 to 04/2015

Company Name â€“ City , State

- Increased productivity by 21% while simultaneously reducing head count by 10%
- Achieved and surpassed production targets through effective staff management, task allocation and materials coordination
- Trained, mentored and supported high-performing team, providing regular performance review, feedback and coaching in deficient areas
- Managed profit and loss by following cash control procedures, maintaining inventory, managing labor and reviewing financial reports

Operations Supervisor , 03/2014 to 12/2014

Company Name â€“ City , State

- Increased employee efficiency 14% by recognizing workers strengths/weaknesses
- Supervised logistics operations including customer service, freight loading and unloading, dispatch and proper documentation and procedure control
- Ensured compliance with financial policies and procedures such as inventory accuracy and control, returns, damages, etc,
- Assigned job tasks to workers according to unloading and loading schedules. Provide training, performance feedback, and disciplinary recommendations, as needed

Account Manager , 11/2013 to 03/2014

Company Name â€“ City , State

- Completed over 300 cold calls per week to bring in new customers, maintaining 10% conversion rate
- Expanded customer base by identifying needs, developing solutions and delivering client-centered products
- Identified and developed new customer relationships that led to increased sales revenue and profitability for Odyssey Logistics & Technology
- Researched emerging industry trends, new applications, concepts and procedures for clients to update current training curriculum

Account Manager , 08/2013 to 11/2013

Company Name â€“ City , State

- Developed new sales territory through cold calling over the phone/in person, referral program and networking through Chamber of

#### Commerce

- Generated and pursued over 200 leads a month
- Accelerated revenue and profit growth within company by increasing sales pipeline through the development and implementation of SPIN SELLING
- Increased business revenue growth by 25% in two months

Aviation Ordnance Technician , 07/2009 to 07/2013

Company Name " City , State

#### Skills

- B2B Strategic Selling
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