

CLIENT NAME

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Sales/Business Development Executive/Account Manager

Account Growth | New Business Development | Sales Leader

A highly skilled sales/business development executive with over ten years of success achieving exceptional revenue growth. Proven ability of capturing opportunities, cultivating partnerships, and launching new ventures into competitive positions. A persuasive negotiator and engaging presenter who brings high-value visibility to an organization through the development of strong partnerships. At ease interfacing with, establishing and maintaining excellent relationships with assigned accounts, key stakeholders and decision makers. Skilled communicating with senior level executives and decision makers. Recognized for true competitive nature and desire to win. Highly credible references.

Signature Professional Strengths

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| <ul style="list-style-type: none">• New Business Development• Coaching/Mentoring/Training• Strategic Partnerships• Account Service/Satisfaction• Sales/Consultative Approach• B2B Sales | <ul style="list-style-type: none">• Business Negotiations• High-Visibility Presentations• Territory Development• Operations/Business Infrastructure• Trade Shows• Key Account Management | <ul style="list-style-type: none">• Sales Forecasting• Competitive Analysis• Full Sales Cycle• Account Growth• Marketing Strategy• Sales Training |
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Professional Experience

Company A, Philadelphia, PA

2014

A global Internet media company with 27 million members in North America, Europe, and Asia Pacific with 25 offices worldwide. Company publishes deals from more than 2,000 travel/entertainment and local businesses.

Business Development Specialist

- Responsible for generating new business with the top restaurants, spas, and activities in the Philadelphia market. Customize marketing proposals and presentations for new and existing accounts

Key Achievement

- Grew the Philadelphia market by 550% and received recognition as a Top 5 Sales Representative, East Coast, in October 2014

Company B, Philadelphia, PA

2013 – 2014

Fastest growing company in customer loyalty and marketing automation for local businesses driving 2 million customer visits per month across network of over 5,000 businesses.

Loyalty Consultant

- Recruited as first sales executive in Philadelphia market
- Participated with prospects and clients through full in-person sales cycle including: prospecting, appointment setting, pitch/close, equipment installation, training, on-going account management

Key Achievements

- Spearheaded 400% sales growth in Philadelphia market
- Prospected, developed and initiated relationships with over 15 small to medium sized businesses who implemented the Company B loyalty program

Company C, Inc., New York, NY

2011 - 2013

Founded in 2004, company connects people with great local businesses. Over 135 million unique visitors to site each month.

Account Executive

- Full-cycle, inside sales to small and medium sized businesses in New York City metro area, along with clients in Kansas City, Toronto, and Miami markets
- Evangelized benefits of Company C's products to prospects and clients with goal of educating business owners on value to their business bottom-line, which resulted in an increase in paid advertising revenue to Company C
- Educated business owners on value available through the CompanyCInc.com website, free tools for their business, along with Company C's targeted advertising program

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Key Achievements

- Recognized as the top sales person on team and in top 10 in New York City metro area in March 2013
- Maintained a sales pipeline of 350-550 businesses
- Mentored 4 new hires ensuring completion of Company C's challenging sales training
- Graduated Company C's Sales Development Program by generating \$300k in revenue
- Recruited to participate in key Company C community relations initiatives including WineRiot and Shop Local Holiday Event

Company D, New York, NY

2009 - 2011

The premier designer and manufacturer of sustainable, high-performance ergonomic products for the workplace. Company's award-winning solutions improve the health, efficiency and work life quality.

Senior Sales Assistant

- Spearheaded coordination of trade shows, account special events and sales incentive programs
- Managed weekly and monthly sales reports for senior management
- Delivered effective account service through inventory management, while ensuring effective implementation of all initiatives
- Assisted Senior Executive/Proprietor by organizing domestic and international travel arrangements, maintaining Outlook calendar, and scheduling all meetings and calls

Company D, Los Angeles, CA

2005 - 2009

Founded in 1987, company strives to be the most prestigious and culturally distinctive eyewear brand in the world.

Retail Sales Associate (2008 – 2009)**Account Coordinator (2005 – 2008)**

- Developed strong client relationships with diverse accounts across large sales territory
- Assisted company boutiques with sales, orders, merchandising and training
- Maintained sample kits that were distributed to specialty sales for major department stores including Neiman Marcus and others
- Provided office support to Senior Managers across multiple departments

Key Achievements

- Solely managed the **Billion Dollar Babes** sample sale in three major metropolitan markets, selling over \$40k in merchandise
- Reorganized, refurbished and sold hundreds of sunglasses resulting in the most successful sample sale in company's history (over \$15k in revenue)
- Managed the Company D venue at the **Vision Expo West** trade show in Las Vegas

Education

Bachelor of Arts in Communication - University of Good Choice, Anytown, PA

Computer Software/Technical Skills

MS Office (Word, Excel, PowerPoint, Outlook), Salesforce, OMNI, SAP, Retail Pro, Oracle

Volunteer Initiatives/Community Involvement

City Cares, New York, NY

2008 - 2013

Team Leader

- Spearheaded coordination and management of numerous after-school sports activity initiatives with area elementary and middle school-aged students
- Managed team of 11 volunteers