

Professional Profile

Sales Manager and Account Executive with over 10 years of experience in business-to-business sales. Strong background in technical and solutions sales. Consistently meet and exceed sales and revenue goals. Skilled in finding new markets and business opportunities. Strong presentation and closing skills. Experience includes:

- Outside/Inside Sales
- Account Management & Retention
- Sales Prospecting & Cold Calling
- Sales Forecasting & Market Growth
- Territory Management
- Marketing Plan Development
- Business to Business (B2B) Sales
- Field Sales Management
- Supervising & Coaching Sales Staff
- Value Added Reselling (VAR)
- Consultative Sales
- Sales Growth Improvements

Professional Experience

INDUSTRIAL DATA SYSTEMS, Katonah, NY (12/04-10/07)

Account Executive

Marketed software to architects and manufacturers of building and construction products across the U.S. Supervised five sales representatives and trained/coached them to close sales. Managed current accounts while prospecting new business.

- Developed a comprehensive marketing plan and created multiple revenue streams.
- Instrumental in rapid company revenue growth from \$2,500 in 2004 to \$665,250 projected for 2007. Growth averaged 1166% each year.
- Met and exceeded sales quota for the last 11 consecutive quarters.
- Personally generated \$125K in sales for the first three quarters of 2007.

CDW COMPUTER CENTERS, Vernon Hills, IL (9/99-10/04)

Account Manager (Four Promotions)

Sold computer supplies and products for this Fortune 500 value-added reseller to corporate accounts nationwide.

- Received four promotions within three years for superior sales and customer service record.
- Consistently met and exceeded sales goals, contributing to rapid growth of company to Fortune 500 status.
- Received President's Award for exceeding sales quota by 100%.
- Won numerous sales awards from individual vendors such as IBM, HP, and Compaq.

Education

MICHIGAN STATE UNIVERSITY, East Lansing, Michigan
Bachelor of Business Administration, 1995

Computer Skills: Microsoft Office, Word, Goldmine, Salesforce CRM, AS-400