

ACCOUNT MANAGEMENT | SALES EXECUTIVE LEADERSHIP

Top-performing sales professional with more than 16 years of experience and a passion for connecting clients to the perfect solution. Dynamic business development leader, successful in reaching the key decision-makers and persuasive in communicating the company's value and brand proposition.

Consistently achieve top-level sales, ranking in the top 5 of revenue builders. Adaptable to a wide variety of markets from information technology and software to manufactured goods and services. Focused on developing long-term, strategic relationships with executives at top-tier firms for new product sales, ensuring early corporate buy-in and leading to higher revenue volumes.

Sales Expertise

Sales Management	Sales Pipeline Management	Customer Relationship Management
Strategic Planning & Execution	Customer Retention	Networking Online Marketing Campaigns
Account Management	Staff Training & Development	Identifying New Markets
Website & Online Storefront Design	Competitive / Industry Analysis	YOY Sales Growth

CAREER HIGHLIGHTS

- Drive the entire sales lifecycle, building client bases from the ground up and partnering with C-suite executives to create innovative sales strategies that realize consistent YOY revenue growth. Manage the sales pipeline and monitor industry trends and the competition to capitalize on opportunities to expand into new markets.
- Employ a client-facing sales approach and build strong, long-lasting customer relationships. Demonstrate ROI and earn the customer's trust through extensive product knowledge, in-depth understanding of the industry served, delivering on expectations, and demonstrating a commitment to customer service excellence.
- Leverage expert networking skills and coordinate and execute attention-getting online marketing campaigns to penetrate new markets and reach a broader customer base. Identify and capitalize on opportunities to connect with key decision-makers at the C-level via LinkedIn/social media, conventions, and trade shows. Maximize the company's online presence by designing compelling, customer-focused websites and creating online storefronts.
- Recruit and train sales executives to grow and strengthen companies. Lead sales meetings to inform executive leadership on strategy outcomes, pipeline management, and opportunities for expansion.

EXECUTIVE SALES EXPERIENCE

INDUSTRY CORPORATION | Portland, OR

2017 – Present

Account Executive

Recruited to maximize sales and deliver revenue increases, directly partnering with the CEO and Director of Operations to convey the value and capability of Industry's information technology solutions for records management and web portal development. Drive client-facing, executive-level account management strategies, clearly and consistently demonstrating the efficiency and bottom-line advantages of the company's IT solutions and providing ongoing, end-to-end order processing support.

COOK JEWELRY & DESIGN | Portland, OR

2008 – Present

Jeweler & Designer | Sales Executive

Leveraged a creative design talent to build this successful jewelry design company from the ground up, creating exquisite and unique pieces that have captured a loyal following with consistent referrals. Employ effective sales strategies, including online sales and networking, to reach a target audience and grow an exclusive customer base.

EXECUTIVE SALES EXPERIENCE (Continued)

SECURITY SERVICES | Salem, OR

2015 – 2016

Consultant/Business Development Specialist

Reporting to the CEO, recruited to build the sales strategy and grow the customer base for this start-up security business. Connected directly with C-level decision-makers at Fortune 500 companies and developed productive relationships, resulting in bottom-line improvement. Integral part of investor meetings with the CEO, providing expertise to influence outcomes.

Key Accomplishment

Recognized for capturing 80% of the total customer-base.

EDGE MANUFACTURING | Portland, OR

2012 – 2015

Director of Sales and Marketing

Drove lead generation, pipeline management, and marketing strategies for this parts manufacturer, targeting Fortune 500 companies and the U.S. government to deliver consistent YOY growth within multimillion-dollar accounts. Developed and expanded the company's website and implemented an online storefront to enable internet sales capability.

Key Accomplishment

Established multimillion-dollar accounts at both GM and the United States Army. Exceeded sales goals 10X.

ADDITIONAL SALES EXPERIENCE

SMITH FURNITURE | Las Vegas, NV

2009 – 2011

Sales Associate

CARTER DIAMONDS | Dunning, PA

2005 – 2007

Sales Associate

TECHNOLOGY

Microsoft Office Suite | PowerPoint | Salesforce