

Objective

Highly accomplished business leader with progressive experience in all phases of account management, account expansion, employee development and coaching, sales training, retail sales, client satisfaction, and operations management. A high energy, results-oriented manager motivated by emerging key accounts and sales leaders via persistent training, strategic account analysis, relationship building, and operative excellence.

Skills

Microsoft Office 2013 Microsoft Project 2013 Microsoft.

Work Experience

Indirect Account Executive I

ABC Corporation - 2010 – 2011

- Directed, developed and motivated the work efforts of 48 Indirect Clear retailers.
- Recruited, collaborated with and trained new partners.
- Assisted in planning and implementing effective sales strategies.
- Trained and motivated sales representatives in implementing plans.
- Met and exceeded sales objectives for all assigned accounts.
- Developed and conducted effective marketing and training presentations to all accounts
- Conducted regular sales meetings with assigned accounts while developing and maintaining supportive relationships with existing accounts.
- Focused on Increasing revenue potential by developing and executing programs to train accounts on effective sales skills, retention and customer service expectation.

Indirect Account Executive

Delta Corporation - 2000 – 2005

- Generated sales and profit reports.
- Networked in territory to generate leads.Coached and trained Associates on current/new products.
- Proactively seek out ways to increase productivity and revenue performance throughout best buys and small businesses locally in the Tampa area to .
- Training clear employees on reaching out and promoting our internet services in a professional manner.
- Aggressively drive authorized dealers to maximize performance and exceed sales objectives.
- Resolve all conflicts and offer continuous support to Clears indirect partner to ensure channel harmony.
- This is Dummy Description data, Replace with job description relevant to your current role.

Education

BBA in Business Administration Marketing & Management - (University of Houston - Houston, TX)