Senior Sales Account Manager III

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Objective

Respected Senior Sales Representative / Account Manager with 19 (+) years of success at each point of the sales cycle, a proven record of cultivating new business, and a talent for expanding revenues in existing accounts. Skilled in opening and developing new markets and increasing sales to accounts nationwide using a thorough understanding of the value-added and solution sales process.

Skills

P&L, Marketing, Team Development, Marketing, Management Experience.

Work Experience

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BHD INFORMATION SYSTEMS - 1997 – 2020

- Responsible for conceiving and executing strategies to drive sales of "Retail Pro" and "QuickBooks Pro POS" Software, inventory management nationwide.
- Succeeded in positioning BHD Information Systems as one of the top distributors of "Retail Profit" nationwide; generated as much as $1.5M in annual sales; and produced combined sales of more than $15M.
- Promoted BHD Information Systems as an excellent choice for point-of-sale and inventory management needs; established customer excellence as a key component of each sale; and; and developed many of the companys premier accounts.
- Established impactful relationships with business owners, senior executives, IT manager, and other key decision makers; conducted needs assessments; and identified POS and inventory management solutions that promoted long-term customer value.
- Managed a long sales cycle from initial client contact throughout delivery of service and served as the single point-of-contact for each account.
- Conducted demonstrations; negotiated contracts; scheduled installation, coordinated user training; and provided extensive pre and post product sales support.
- Collaborated with a cross-functional management team responsible for developing and implementing new business systems, policies, procedures and other process improvements; helped plan, coordinate, and successfully launch new products; and led efforts to build a pipeline of new revenue opportunities using exceptional cold calling, client networking, self-sourced leads, and creative business development practices.

Senior Sales Account Manager

Delta Corporation - 2006 – 2008

- Advised SMEs in reaching new customers by developing tailor-made print and online advertising programs (Yellow pages) Managed a 900K customer .
- Top 5 of Sales Account Managers in my region Averaged 180% monthly quota attainment Recruited, developed, and motivated multiple team members and .
- Built and managed advertisement sales portfolio of corporate accounts.
- Conducted sales presentations to CEO / CFOs on features and benefits of advertising in the magazine.
- Composed feature articles on galas, fundraisers, and ribbon cuttings.

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- Exceeded 2011 sales target and grew revenue by 36% Responsible for fluorescence and chemiluminescence imaging products in genomics and proteomics, .
- Grew Pacific Northwest territory by 53% from 2006 to 2010 Exceeded 2009 target at 104% Inducted into the Presidents Club 2008 for 117% to plan.

Education

ASSOCIATES in GENERAL EDUCATION - (American River College - Sacramento, CA)

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