

TARGETED FORMAT

📍 Complete Address, City, State ZIP Code 📞 888.888.8888 ✉ samplersum@gmail.com

SALES/BUSINESS DEVELOPMENT/ACCOUNT MANAGER

QUALIFICATIONS PROFILE

Seasoned, challenge-driven, and results-oriented professional, offering wide-ranging experience in sales, business development, and account management. Highly recognized for consistently driving business growth and acquiring major accounts through solid negotiation skills. Known for surpassing key performance indicators, as well delivering revenue and profit gains within various markets. Expert at formulating and executing solutions to complex problems to achieve profitability and repeat business. Equipped with outstanding communication and interpersonal aptitudes in fostering rapport with potential and existing clients. Bilingual in English and Spanish.

CORE COMPETENCIES

*Consultative Selling ~ Client Prospecting ~ Business Administration ~ Program Development
Strategic Planning and Implementation ~ Leadership and Cross-functional Collaboration ~ Regulatory Compliance*

RELEVANT EXPERIENCE

ABC, LLC, BOISE, ID

Business Development Manager

2016–Present

- Facilitate continuous growth of the Western United States Region
- Apply necessary modifications to existing marketing programs; and develop and implement new ones across the company
- Manage the negotiation of acquisition corporate-wide business partnerships with multi-plant customers
- Provide resolution to problems with distribution channels by formulating alternative methods in collaboration with distributors, while negotiating warehousing alternatives in multiple states
- Communicate with existing customers to render service, support, and training
- Proactively perform prospecting for new customers

DEF SOLUTIONS, GREEN BAY, WI

Unit Sales Manager | Business Development Manager

2011–2016

- Functioned as coach to account managers to provide professional development and pursue new customer acquisitions in the Midwest and Western USA regions
- Held full accountability in developing a new region and establishing distribution channels in the Western USA
- Built trust and confidence within the company's service and support programs to foster corporate relationships and secure future sales growth opportunities
- Created and executed a single-step cleaning technology in partnership with the Technical Service Team

Earlier Position Held:

GHI COMPANY, ST. PAUL, MN

Account Manager

Account Specialist

OTHER EXPERIENCE

JKL COMPANY, CHANHASSEN, MN

Licensed Pest Control Operator

EDUCATION

Bachelor of Science in Business Administration: ABC STATE UNIVERSITY, JOPLIN, MO

PROFESSIONAL DEVELOPMENT

License: High Temperature Short Time (HTST) Operators License: University of DEF

Certification: Certified Quality Control Sanitarian: GHI Institute of Baking

Training: Sales Strategies, Mastering The Sales Process: University of JKL
Successful Negotiations, Essential Strategies and Skills: University of MNO

ACTIVITIES

President, ABC Homeowners Association | Volunteer, DEF Society

TECHNICAL ACUMEN

Microsoft Office Suite | CRM | SQF | Adobe Creative Suite (Premiere and Photoshop) | Mac OS