

Client Name

Sales Management Executive

Influential leader with track record of exceeding million-dollar revenue goals, penetrating new B2B markets, and accelerating profitability through sales, key account, and customer relationship management.

Instrumental in acquiring, managing, and retaining executive-level clients by anticipating needs and selling best-suited products/services. Solid history of negotiating high-net-worth business deals and optimizing sales pipeline through team leadership efforts. Proven success in organizing trade shows, seminars, and marketing events to establish strong industry-wide networks with key stakeholders. Adept at evaluating sales/marketing programs and devising impactful action plans to drive new business and territory development.

Areas of Expertise

- Sales & Operations Management
- Territory Management & Expansion
- Key Account Management
- Cross-functional Leadership
- New Business Development
- Client Acquisition & Retention
- Performance Improvement
- Profit & Revenue Maximization
- Partnership Development
- Sales Cycle Optimization
- Staff Coaching & Mentorship
- Budget Administration

Career Accomplishments

- Surpassed annual sales quota by 150% and won Pinnacle awards for three consecutive years, while serving as Vice President, Relationship Manager at Fiserv.
- Yielded revenue up to \$4.5M annually and positioned communication services business unit within top three highest-revenue generating regions.

Professional Experience

Vice President, Relationship Manager, Fiserv, Omaha, NE

2018 – Present

Educate and manage prospects/existing clients within banking and retail industries to generate sales. Devise impactful sales strategies for designated accounts, while fostering collaborations with executive leadership to continually achieve service objectives. Oversee client engagements throughout sales lifecycle, encompassing solution qualification, needs assessment, enterprise solution demonstration, and expeditious deal closing. Maintain strong client partnerships by engaging actively with key decision-makers. Improve account coverage and enterprise service demand by utilizing senior-level contacts. Ensure optimal satisfaction for clients and organization by expertly managing set expectations.

- Retained clients and achieved sales goals through execution of targeted account strategies.
- Acquired funds worth for future client initiatives by interlinking clients' needs with company's solution offerings to raise executive-level credibility.
- Drove repeated businesses for organization by cultivating mutually beneficial relationships.

Client Sales Manager, Medical Solutions, Omaha, NE

2016 – 2018

Built strong partnerships with nationwide healthcare entities by managing exclusive staffing contracts. Drafted and presented managed service provider agreements to existing and prospective non-contracted clients. Coached, motivated, and led client managers on sales processes associated with significant accounts. Conducted sales performance analysis in line with set quota. Created and implemented best practices for complex issues identification and resolution.

- Achieved monthly and quarterly sales goals through development and execution of strategic sales and marketing plans.
- Identified potential business opportunities through sales activities and acquired staffing contracts in addition to defining market development functions.
- Onboarded new clients and fostered relationships with existing clients, ultimately increasing business portfolio.

Strat VP/Director, Strategic Sales, West Corporation, Omaha, NE

2010 – 2016

Built inside sales teams and provided direction on penetrating new/existing B2B markets within designated regions across various industries. Organized weekly coaching sessions to evaluate pipeline progression and set new goals. Evaluated sales program effectiveness and formulated action plans to drive incremental new businesses.

- Generated \$2.3M in sales within two years by executing impactful business strategies focused on identifying, targeting, and penetrating highly profitable key markets.
- Boosted productivity by 40% and promoted strategic prospecting through deployment of numerous business intelligence tools, such as Data.com, Hoover's NertProspex, and RainKing.
- Accelerated new business and territory development by forecasting regions' pipeline quota and devising sales plans.
- Optimized regions' pipeline by organizing trade shows, seminars, and other marketing events in conjunction with marketing department.

Additional Experience

Senior Site Director, TPG, Omaha, NE

Finance Manager, CitiFinancial, Omaha, NE

Credit Underwriter, AmeriFirst Finance, Omaha, NE

Sales & Service Manager, US Bank, Omaha, NE

Education

Bachelor of Science in Business Analysis and Management

Bellevue University, Bellevue, NE

Bachelor of Business Administration

The University of Michigan, Ann Arbor, MI

Technical Proficiencies

CRM: Salesforce.com, NetSuite