

## AWARD-WINNING B2B SALES EXECUTIVE

Accelerating double-digit revenue growth while generating new business through earning credibility among customers. Repeatedly recognized for implementing out-of-the-box strategies and consistently surpassing sales targets. Sales leader and motivator, passionate about grooming high-performing teams to ultimately maximize business potential. Nurturing client accounts to boost retention and build 8-figure book of business.

**New Account Development | Territory Expansion | Relationship Building | Sales Operations | Regional Account Management | Key Account Generation | Sales Training | Team Leadership**

### EXPEDITING SALES GROWTH

\$2.3M in New Revenue Over 2 Years

### DRIVING MARKET SHARE

32% Market Share Expansion in 24 Months

### EXCEEDING SALES QUOTAS

8 Consecutive Quarters of Surpassing Quotas

## CAREER PROGRESSION

COMPANY ZEEB; Bridgetown, FL

**Senior Area Sales Manager** | 2018 to Present

**12 Team Members | \$10M Book of Business | 12-State Territory | 235 Active Accounts**

Presided over company's largest region, consistently increasing annual sales year after year for life of tenure. Appointed as key member of senior leadership for southeastern market with focus on building pipeline of new customers.

- ❑ **Achieved \$10M book of business** after 1 year of assembling new 12-person sales team from scratch.
  - Exceeded sales quotas for 24 consecutive months.
  - Entire team ranked among top 25 area sales managers in company.
- ❑ **Expanded market share 32%, increasing revenue \$2.3M+** over 2 years through creative business expansion and relationship building.
- ❑ **Earned *Best of the Best Award*** for outstanding sales achievements.

BEST OF  
THE BEST  
AWARD

**Area Sales Manager** | 2016 to 2018

**\$3M Book of Business | 3-State Territory | 89 Active Accounts**

Maintained \$3M book of business with the consistent delivery of exceptional service levels and taking initiative to quickly resolve customer issues. Conducted in-depth competitive analysis within assigned territory to devise and execute novel sales strategy.

- ❑ **Grew book of business to \$3M+** within 6 months of taking over territory inactive for almost 1 year.
- ❑ **Brought on 18 key commercial accounts** in 12 months; resulting in a 25% increase in market share.
- ❑ **Received *Hot Salesman Award*** for Florida market in 2017; promoted to senior role after 2 years.

HOT  
SALESMAN  
AWARD

CORPORATION BOXY; St. Michael, FL

**Operations and Sales Manager** | 2006 to 2016

**27 Team Members | \$4.5M Book of Business | 75 Active Accounts | 6-County Territory**

Ran day-to-day operations and established all performance expectations with uniquely assigned accounts and customers. Identified lucrative business prospects through cold calling, networking, and marketing.

- ❑ **Earned combined profit of \$500K+** through establishing 15+ new client accounts.
- ❑ **Presented with *Inventive Sales Award*** for innovation in sales.

INVENTIVE  
SALES  
AWARD

## EDUCATION

**Bachelor of Science in Business Management** | CLEVELAND UNIVERSITY; Cleveland, OH

Jenny was a superstar that needed her accomplishments to shine. She came to me for help after being laid off from her company after 5+ years. As a woman in a traditionally male dominated industry, she wanted to be taken seriously. She was a dominant force in the sales arena, and I wanted to give her a design that was just as powerful as she was. So, I made sure the resume aesthetic remained neutral, yet bold with corporate shades of blue that packed a punch. She was excited to receive her new resume and was offered several opportunities in sales leadership.