

Kathleen Smith

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Sales/Account Manager

Consistently exceed corporate sales goals and increase key account base

A self-motivated, goal driven and results-oriented sales/account management professional with a solid record of marketing and sales success. Possesses highly polished interpersonal and communication skills indispensable to client retention and relationship building with professionals. Recognized for achieving and enhancing consistent sales growth. Highly motivated to outperform the competition. Exceptional closing skills. Recognized by management for possessing a “Whatever it Takes” work ethic and attitude.

Professional Strengths

- Strategic Marketing and Sales Promotion
- Negotiation, Persuasion, Closing Skills
- New Account Acquisition
- Consultative Sales Techniques
- Product Development and Expansion
- Relationship Building
- Presentation/Public Speaking Skills
- Team Leadership
- Training/Organizational Goal Setting
- Key Account Management
- Account Growth
- Inside/B2B Sales

Professional Experience

SALES CONSULTANT

2011 - 2013

Life Alert, Fort Lauderdale, FL

Managed, sold, marketed and serviced medical device products (pendants, fire alarm, carbon monoxide, and alert devices) to clients in their homes, assisted living facilities, hospitals, and doctor’s offices nationwide.

- Ranked within top 1% of the office in the first month of employment
- Increased sales by nearly \$350,000
- Produced \$1,000,000 in revenue for combined sales territory
- Oversea phone prospecting within a lead based market building contact referral base for future consultation

ACCOUNT EXECUTIVE

2010 - 2011

Imperial Finance & Trading, Boca Raton, FL

Initiated, built, and nurtured relationships with clients nationwide. Directly contributing to expanded profits and sales. Capacities to generate continued sales growth within an industry where competitors increased annually and market required sensitivities to pricing and service.

- Increased quarterly revenues by 21%
- Generated annual revenue of over \$650,000 in 1 year
- Proactively participated in all account oversights to ensure total customer satisfaction
- Earned Sales Person of the Month throughout entire employment

ACCOUNT EXECUTIVE

2008 - 2010

Peachtree Settlement Funding, Boynton Beach, FL

Responsible for maintaining \$1 million of current business and coordinating all functions between the client and the internal departments of the company. A career averaging consistent percentage increases year after year, contributing to nearly 1 million of dollars in sales and profits.

- Increased quarterly revenues to \$750,000 the first year
- Reclaimed dormant relationships nationwide, which increased market share ~15% in year 1 and an additional 5% in year 2
- Successfully negotiated contracts resulting in \$385,000 annual cost savings
- Generated \$10,000 - \$25,000 in monthly cash flow, averaging \$15,000 - \$20,000 a month in monthly commissions

BUSINESS EDUCATION TEACHER
Norman Thomas High School, New York, NY

2001 – 2007

Lead teacher for Desktop Publishing, Microsoft Office, Keyboarding and Fashion Marketing. Taught students the basic essentials needed to enter the business world. Worked with students of diverse backgrounds and varying degrees of experience with computer applications, individually and in small and large groups

- 98% of my students successfully passed my classes
- Completed Microsoft Office and Adobe InDesign certification classes
- Taught adult Education on the weekends

Education

Dowling College, Oakdale, NY

Master of Science: Major in Secondary Education with a concentration in Business
G.P.A. 3.8 - graduated with honors

SUNY Oneonta, Oneonta, NY

Bachelor of Science: Major in Business Economics, Minor in Finance