

JOHN H. SMITH

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SALES & ACCOUNT MANAGEMENT

RELATIONSHIP BUILDING & CUSTOMER SERVICE ■ BUSINESS DEVELOPMENT ■ LEAD GENERATION ■ TURNAROUND SALES



Bilingual (English, Spanish), results-generating, and driven sales and professional who combines excellent skills and a passion for analyzing market needs. Excels in evaluating client requirements, and delivering strategic solutions to complex sales, account management, and business development environments. Exceptional capability to identify strengths and weaknesses of business processes and realize sales revenues—even in sluggish market conditions. Savvy sales specialist; natural closer with the talent to turnaround expectations, solidify relationships, and trigger high-volume results. Consensus builder and relationship maker – create alliances with client-facing C-Level decision makers to deliver stellar sales and revenue growth.

SALES LEADERSHIP.....MILLION DOLLAR ACCOUNT DEVELOPMENT.... RELATIONSHIP MANAGEMENT

- Territory Sales, Market Penetration
- Assemble and Lead High Performance Teams
- Inspire, Mentor and Motivate Others
- Build and Foster Network Relationships
- Quickly Gain Trust of Key Decision Makers
- Competitive Market Analysis, YOY Revenue Growth
- Deliver Rapid Sales and Revenue Growth
- Influential and Persuasive Communicator

PROFESSIONAL HISTORY

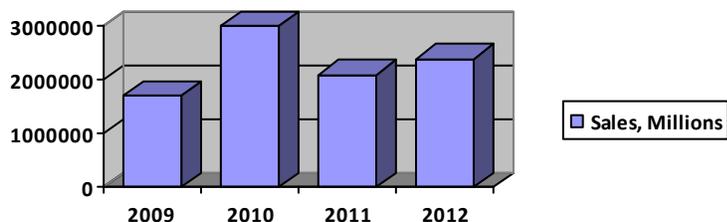
P **MORGAN GROUP, LLC., New York, NY**
Senior Sales Associate (2012-Present)

2008-Present

Sales Associate (2008-2011)

Champion all aspects of sales, business development, relationship building, and revenue generation. Communicate with clients via email and phone to provide in-depth account information, pricing, services, and general counseling and guidance. Travel to Chile, Brazil, and Paris to cultivate key relationships. Managed high dollar accounts with companies such as Plaza Morton, Perry Mobile, Pandora, Granite, and various U.S. government and military entities. Train, mentor, and motivate sales team on database implementation/management, closing, and strategic negotiations. Leveraged Acme Training, focusing on process-focused sales strategy through the disciplined use of techniques such as bonding and rapport, upfront sales contracts, pain, budget, decision, fulfillment, and post sell.

- ☑ Triggered consistent YOY sales volumes and growth, exceeding \$2.5M/year in sales.
- ☑ Propelled closing ratio from 30% to 60%+.
- ☑ Secured growing business relationships with international distribution and dealer accounts in Japan, Australia.
- ☑ Facilitated the growth of the Exhibit Technology Division from initial product offering into strong revenue stream.
- ☑ Showcased tenacity and drive to successfully penetrate new markets, capture market share, and accelerate revenues.



BRENNAN ASSOCIATE GROUP, LLC., New York, NY

2007-2008

Executive Recruiter

Screened, selected, recruited, and placed executive talent from national sources for numerous domestic and global positions. Managed recruiting and staffing needs for key accounts (GNN Networks, CSI Networks, Explore Networks, Core Broadcasting), collaborating with management teams to obtain requirements, devise plans, and implement methods to source and on-board candidates. Drove recruitment searches and utilized various sourcing methods, such as cold calling, referrals, social media, face-to-face networking, and other cost effective strategies. Coordinated interviews and prepared candidates.

EDUCATION & CREDENTIALS

E **BA, Economics** – State University of Florida, Tampa

Technical Skills: MS Office Suite | ACT! | Database Management Systems | QuickBooks