**SUMMARY**

9 years of experience as a Sales Executive. Highly organized team player with excellent communication and interpersonal skills demonstrated by a proven track record of growing client base and existing customer relationships.

**CORE COMPETENCIES**

Microsoft Word, Microsoft Excel, Microsoft PowerPoint, SPSS, Quickbooks Pro, Organizational, Volunteer Booster Treasurer, Operate Office Machines, Multi­Task, and Adaptable.

**PROFESSIONAL EXPERIENCE**

# Consultative Sales Executive

## ABC Corporation ­ July 2010 – March 2016

**Key Deliverables:**

* Worked to achieve maximum sales profitability, growth, and account penetration within Acadiana, baton rouge, and morgan city territory.
* Consulted and sold oracle/micros pos products by establishing contact and developing relationships with prospects, and recommended solutions.
* Understood and articulated highly technical leading edge products &amp; services and presented this knowledge to prospective and existing customers.
* Prepared detailed proposals that include hardware, software, and services.
* Interfaced with system engineers &amp; directors in developing specific account strategies.
* Prepared periodic sales report showing sales volume, potential sales, and areas of proposed client base expansion.
* Created value and deliver packaging solutions for the OEM, retail, and distribution markets.

# Sales Consultant

## ABC Corporation ­ May 2007 – June 2010

**Key Deliverables:**

* Hunter in the gulf coast region responsibilities including prospecting, qualifying clients, setting appointments, demonstrating chemicals and equipment, proposal presentation, order processing, equipment/chemical setup, ongoing equipment maintenance and client relations.
* Secured over 40 new clients, at the same time adding new prospects to the sales funnel successfully created a niche market for the webcam.
* Worked with client headquarters and installed new product and equipment to all locations.
* Provided technical assistance for four sales representatives, which included performing technical interpreting, delivering whiteboard presentations to customers, and performing performance testing on customer websites.
* Performed discovery calls to identify client needs and provide technology solutions to business problems.
* Developed and delivered two custom product demonstrations to clients each month.
* Generated service requests for the professional services team and developed statements of work.

**EDUCATION**

BS in Marketing ­ (Louisiana State University ­ Baton Rouge, LA)Associates Degree in Fashion Design ­ 2002(American Intercontinental University (AIU) ­ Atlanta, GA)Diploma in Cultural Diversity ­ 1999(John Dickinson High School ­ Wilmington, DE)