

## **NAME**

### **Address**

**Phone:**

**Email:**

## **Summary**

A dynamic Management Professional with 10+ years of experience in sales/marketing within the industry. Strong leadership skills with the ability to successfully interact with a broad spectrum of internal and external customers. A highly organized and analytical individual with strong problem solving capabilities. Ability to communicate both verbally and written in both official languages. Core competencies include but are not limited to:

- Develop and execute strategic business plans
- Sales analyzing and forecasting
- Leadership, coaching and development
- Account Management
- Negotiating

## **Experience**

### **Company**

**2005 - Present**

Brief Company description, market, territory and product/solution

### **National Accounts Manager**

Managed Company's 10 largest customers while increasing sales revenue from these accounts. Created Strategic Alignment plans with each customer. Sold Company and partner products and services in 2 geographic territories, including territory account mapping, resource planning and marketing event planning.

- Achieved 100% renewal rate for customer contracts
- Increased revenue of largest client by 18% over prior year
- Sold key partner products into 7 of 10 customers
- Trained 1 new sales rep on selling methodology
- Co-developed Quote/Proposal Generation template

### **Company**

**2002 - 2005**

Brief Company description, market, territory and product/solution

### **Business Development Representative**

**2004 – 2005**

Prospected new business while maintaining existing customer base thus successfully meeting sales initiatives and targets.

- Ranked second out of sixteen Account Executives across Canada due to constantly exceeding quota.
- Increased sales by 47% over previous year
- Interfaced with Sales Equipment Service, Warehouse and Distribution departments to ensure customer satisfaction.
- Prioritized tasks in order to meet tight deadlines and company initiatives.
- Maintained merchandising standards, as per company procedures.

## **NAME**

### **Major National Account Manager**

**2002 - 2005**

- Single point of accountability for 6 national/international resource industry accounts
- Responsible for \$9M in annual recurring and \$.5M in one-time revenue
- Revenue protection focus during regulated price disadvantage environment
- Met 100% for Client Satisfaction Survey every year
- Achieved President's Club Award
- Achieved 100 – 105% quota annually

### **Company**

**2000 - 2002**

Brief Company description, market, territory and product/solution

### **Sales Representative**

Sold goods and services to small and medium size clients in Eastern Canada

- Implemented sales plan, achieved 100% sales objectives and market share goals.
- Organized and implemented highly successful four-week sales blitz, increasing sales by 52%
- Enhanced product knowledge of promoted products, relevant competition and marketplace by attending 10 days of product training per year.
- Surpassed sales objectives by 104.6% in first half 2001 and was recognized as top performing representative for the Atlantic Region.
- Part of new product launch and was able to secure 22% market share in the first year

## **EDUCATION**

Bachelors of Administration, from the University of Ottawa, major in marketing and finance

Professional Sales training: Xerox Professional Selling Skills, Holden Powerbase, Holden Partnership, Face-to-Face Consultative Selling, Strategic Account Management, C-Suite Executive Selling.

## **LANGUAGES**

Fluent in English and French (verbal and written)