

SALES - MARKETING RESUME

0000 GREENFIELD AVENUE, MILWAUKEE, WISCONSIN 53214
987.654.3210 CONTACT@SALES-MARKETINGRESUME.COM

SENIOR ACCOUNT EXECUTIVE

QUALIFICATIONS PROFILE

Concept-to-execution driver and top-performing executive, with wide-ranging experience in sales and account management. Demonstrate proven success in leading the overall productivity and effectiveness of sales accounts. Exemplify adeptness in developing cost-effective business plans and capitalizing sales performance to attain company goals and objectives. Exemplify exceptional capability to identify issues associated with appropriate products and services and to develop solutions to meet business goals.

AREAS OF EXPERTISE

- STRATEGIC SALES MANAGEMENT
- BUSINESS DEVELOPMENT
- PROBLEM IDENTIFICATION AND RESOLUTION
- REVENUE GENERATION
- CLIENT RELATIONSHIP BUILDING
- LEADERSHIP AND MENTORING

PROFESSIONAL EXPERIENCE

SENIOR ACCOUNT EXECUTIVE | ACCOUNT EXECUTIVE | TRAINEE

2010-Present

Sales - Marketing Resume, Santa Monica, CA

Attend and complete the three-month training program on sales, compliance, and knowledge of precious metals. Take part in selling of Gold and Silver Bars and coins to retail clients for delivery and retirement accounts containing precious metals.

- ✓ Earned promotion from trainee to senior account executive in recognition for excellent work performance
- ✓ Ranked as top 5 of the company of 85 salespeople on trading floor with titles from account executive to team leader.
- ✓ Consistently advanced within the company's top 10% a by earning \$250K annually as well as numerous seven figure trades, with profit margins of 20%-52%
- ✓ Steadily booked more transactions and close deals than other employees in the company, with more reorder clients sold by more than 20%.

PRESIDENT

2004-2008

Sales - Marketing Resume, Chatsworth, CA

Played a key role in launching and promoting the brand and penetrating new markets in DVD distribution, Internet streaming, and traditional cable television by using contacts in the wholesale content business.

- Provided content for these channels of distribution by working with production companies which increased combined sales revenue in excess of \$5M and production of more than 600 titles for distribution companywide.

HEAD OF WHOLESALE SALES

2002-2003

Sales - Marketing Resume, Beverly Hills, CA

Handled the disbursement of 4-10 new release titles on a monthly basis, as well as the collections in collaboration with JKP's chief executive officer.

- Substantially allocated new line of DVD products and established hundreds of new accounts; thus generating \$2M of sales in one year.

EARLIER CAREER

DIRECTOR OF CONTENT LICENSING

Sales - Marketing Resume, Hillsborough, NC

- Made substantial contribution in increasing the revenue by three folds as well as in providing long-term revenue stream with exclusive content production for major cable providers

SALES - MARKETING RESUME

📍 0000 GREENFIELD AVENUE, MILWAUKEE, WISCONSIN 53214
☎ 987.654.3210 ✉ CONTACT@SALES-MARKETINGRESUME.COM

DIRECTOR OF WHOLESALE

Sales - Marketing Resume, Hillsborough, NC

- Singlehandedly opened hundreds of new DVD accounts, which resulted to multimillion-dollar sales and increase in consumer brand recognition by being represented in more than 2,000 video stores nationwide as well as by supervising all DVD unit production.
- Served as the driving force behind the successful brand recognition for DVD products that positioned the company for retail store franchise openings.

SENIOR VICE PRESIDENT

Sales - Marketing Resume, Woodland Hills, CA

- Successfully obtained top #1 ranking in the region on two occasions in one month as a result of generating more than \$500K worth of combined gross commissions.

SENIOR VICE PRESIDENT

Sales - Marketing Resume, Westlake Village, CA

- Consistently recognized for being among the top 5% of all brokers throughout the West Coast and top 10% for the entire company worldwide.
- Leveraged industry expertise in increasing office profits by driving additional lead flow; thereby receiving recognition from the Registered Represented Magazine and promotion to senior vice president position.

EDUCATION

GENERAL STUDIES, California State University—Northridge, Northridge, CA

PROFESSIONAL DEVELOPMENT

Prudential Securities In-House Training Program
Merrill Lynch In-House Training Program
Goldline International LLC In-House Sales and Product Training

ACTIVITIES

Rolling Hills Little League, Rancho Palos Verde