

# JEFFREY LENOY

*Sr. Account Executive*

## PROFESSIONAL SUMMARY

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Senior Account Executive with extensive expertise in revenue generation and strategic sales, leveraging over 19 years of experience to drive client acquisition and retention. Skilled in brand development, consultative selling, and sales strategy, consistently transforming underperforming territories into profitable ventures. Passionate about fostering cross-departmental collaboration to enhance client communication and service delivery, aiming to continue developing innovative solutions that meet and exceed client expectations.

## EMPLOYMENT HISTORY

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### SENIOR ACCOUNT MANAGER

2022 - Present  
*LIC, NY*

#### *Metro Group*

- ◆ Manage top-tier accounts, achieving \$1.7M sales in second year.
- ◆ Executed account management duties with precision, maintaining accounts receivable over 120 days below 6% to ensure financial stability.
- ◆ Cultivated a positive client experience through timely responses and thorough documentation, reinforcing trust and satisfaction.
- ◆ Drove strategic account growth, resulting in a 30% increase in client retention and generating substantial improvements in annual revenue.
- ◆ Analyzed client feedback to refine service offerings, leading to noticeable gains in customer satisfaction and repeat business.
- ◆ Fostered cross-departmental collaboration to streamline service delivery, enhancing operational efficiency and client communication.
- ◆ Maintained comprehensive account records and executed timely follow-ups, ensuring all client needs were met and enhancing overall service quality.

### INSIDE SALES REPRESENTATIVE

2018 - 2022  
*Parsippany, NJ*

#### *Stericycle*

- ◆ Achieved top sales awards, fostering strong client relations and boosting revenue significantly.
- ◆ Transformed low-performing territory into a top revenue generator through consultative selling.
- ◆ Built a robust sales pipeline via strategic lead generation, enhancing forecasting accuracy.
- ◆ Provided exceptional customer service, leading to high customer retention and satisfaction.
- ◆ Drove substantial revenue growth by acquiring new clients and upgrading existing accounts.
- ◆ Analyzed market trends to identify growth opportunities, resulting in a measurable increase in customer engagement and satisfaction.
- ◆ Consistently provided exceptional customer service, ensuring client needs were met and fostering long-term loyalty.
- ◆ Implemented targeted outreach strategies, leading to a noticeable increase in lead conversion rates and enhanced overall sales performance.
- ◆ Developed a streamlined sales reporting system, improving data accuracy and enabling more informed decision-making for the sales team.
- ◆ Conducted detailed competitor analysis to refine sales tactics, resulting in a marked boost in market share and customer acquisition.
- ◆ Fostered teamwork by leading collaborative sales meetings, enhancing communication and aligning goals across departments.

### SOLAR CONSULTANT

2017 - 2018  
*Pearl River, NY*

#### *Sunpower*

- Utilized a consultative sales approach to build consensus with homeowners seeking to potentially install solar power equipment at their residence.
- Addressed concerns, gained commitment, guided customers through electronic enrollment process.
- Built pipeline through self-generated appointments, referrals, and leads generated through various sources including social media, and trade shows.
- Demonstrated high impact communication skills enabling top tier business growth through optimized services and relationship building.

**OWNER/PRESIDENT*****Lenoy Consulting Inc.*****2011 - 2017*****Bronx, NY***

- ◆ Established telecom firm, boosting client base and revenue.
- ◆ Consulted for major telecoms, enhancing service delivery.
- ◆ Led sales for Iwire Inc, expanding retail presence in NYC.
- ◆ Increased sales through product expertise and client trust.
- ◆ Established a telecommunication company, driving significant market penetration and enhancing brand visibility in a competitive landscape.
- ◆ Cultivated strong relationships with clients as a consultative sales agent, ensuring personalized service and fostering long-term loyalty.
- ◆ Conducted thorough market analysis to identify customer needs, leading to tailored solutions that boosted sales performance across multiple brands.
- ◆ Implemented strategic sales training for teams across 80 retail locations, enhancing product knowledge and improving overall sales effectiveness.
- ◆ Collaborated with cross-functional teams to refine product offerings, resulting in increased customer satisfaction and repeat business.
- ◆ Launched a strategic marketing initiative, resulting in noticeable gains in brand awareness and a significant increase in client inquiries.

**SENIOR ACCOUNT EXECUTIVE*****Compass Global Inc.*****2006 - 2011*****Woodcliff Lakes, NJ***

- Propelled revenue and bottom-line profitability in competitive European markets through customer service excellence, relationship building, and account strategy execution.
- Improved brand presence through actively participating in tradeshow and sales events.
- Performed blended roles in market expansion, sales performance, and establishing overall business leadership in the market.

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**EDUCATION****BACHELOR OF SCIENCE, BUSINESS ADMINISTRATION*****Ramapo College*****Jan 2025*****Mahwah, NJ***

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**SKILLS**

Strategic Sales (*Skillful*), Client Acquisition (*Experienced*), Pipeline Management (*Experienced*), Negotiation (*Experienced*), Revenue Generation (*Experienced*), Consultative Selling (*Experienced*), Account Management (*Experienced*), Customer Service (*Experienced*), Leadership (*Experienced*), Salesforce (*Skillful*), Business Development (*Expert*), Sales Strategy (*Experienced*), Territory Management (*Experienced*), Conflict Resolution (*Skillful*), Brand Development (*Skillful*), Digital Marketing (*Skillful*), Performance Analytics (*Skillful*), Customer Insights (*Experienced*), Lead Generation (*Experienced*), Sales Forecasting (*Experienced*), Data Analysis (*Skillful*), Market Research (*Skillful*), Customer Retention (*Experienced*),

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**LINKS**

LinkedIn: [www.linkedin.com](http://www.linkedin.com).