

Sales & Account Management Executive

Certified and results-driven sales professional with 10+ years of leadership experience in generating multi-million-dollar revenue growth, expanding market presence across competitive territories, and managing high-value client portfolios while consistently exceeding targets through strategic account planning, consultative selling, and territory optimization.

Proven track record of driving business development initiatives, capturing untapped markets through competitor analysis and targeted prospecting, and securing long-term client partnerships that improve revenue streams and enhance profitability across B2B service and distribution sectors. Proficient in leveraging CRM systems to forecast sales pipelines, optimize territory coverage, and implement strategic account management practices that increase customer lifetime value, improve retention rates, and accelerate contract negotiations with key decision-makers. Known for building vendor partnerships, developing relationships with major accounts across extensive client bases, and implementing market expansion strategies that capture emerging opportunities and boost regional market share. Expert at resolving operational challenges that enhance client satisfaction, generate repeat business, and establish long-lasting business relationships across multiple territories.

Areas of Expertise

Key Account Management | Territory Development & Expansion | B2B Sales & Business Development | Contract Negotiation
Client Relationship Management | Revenue Optimization | Sales Forecasting | Consultative Selling | Executive Presentations
Solution-Based Selling & Upselling | Strategic Pricing Solutions | Customer Needs Assessment | Stakeholder Engagement
Market Research & Analysis | Sales Team Collaboration | Customer Lifetime Value Optimization | Competitive Intelligence

Professional Experience

Account Executive | United Site Services, Inc. – NY Metro

2020 – Present

Manage territory-wide sales planning and revenue growth by directing client acquisition strategies, sales forecasting, and pipeline development through Salesforce CRM. Develop high-value client relationships and drive contract negotiations to expand customer base, optimize profitability, and secure long-term business partnerships. Deliver executive-level presentations and tailored proposals to decision-makers, positioning products and services as competitive solutions to market demands.

Notable Accomplishments:

- **Increased** regional revenue by securing **\$3.5M+** in projected sales through strategic forecasting, policy alignment, and consistent attainment of sales performance metrics, strengthening profitability and reinforcing market leadership.
- **Expanded** market presence by penetrating competitive territories through targeted prospecting, competitor analysis, and strategic outreach initiatives to accelerate new customer acquisition and improve regional brand positioning.
- **Strengthened** customer retention and profitability by introducing value-driven product solutions tailored to client needs across multiple industries to drive repeat business, expand account portfolios, and enhance revenue streams.
- **Advanced** territory growth by developing a market expansion strategy, addressing diverse customer requirements with tailored corporate offerings to capture untapped markets, boost competitive advantage, and drive revenue growth.

Area Sales Manager | Performance Food Service – New York Metro**2018 – 2020**

Directed territory sales operations by analyzing client needs, delivering tailored product solutions, and presenting data-driven proposals to drive customer engagement and acquisition. Led sales presentations and demonstrations highlighting product performance and credibility, influencing decision-makers and accelerating purchase commitments.

Notable Accomplishments:

- **Strengthened** vendor partnerships and leveraged collaboration to capture emerging market opportunities to accelerate new product launches, increasing cross-sell opportunities, and expanding revenue streams and portfolio diversity.
- **Expanded** territory sales by developing strong relationships with major accounts and key stakeholders to unlock high-value contracts, increase customer lifetime value, and drive consistent market share growth.
- **Surpassed** revenue targets by allocating time and resources to priority accounts aimed at boosting sales efficiency, optimizing territory coverage, and achieving top-tier performance metrics.

Account Manager | Coca Cola Refreshments – Location**2015 – 2018**

Supervised client accounts by analyzing usage patterns, sales data, and customer feedback to optimize account strategies and identify growth opportunities. Maintained high levels of client satisfaction and operational efficiency by resolving complex billing, service, and operational issues through proactive intervention.

Notable Accomplishments:

- **Managed** a \$4M portfolio across **200** accounts, achieving sustained revenue growth, optimizing account profitability, and improving territory penetration through strategic account planning.
- **Secured** high-value accounts through consultative selling, customized solutions, and promotion of strategic business opportunities, driving significant revenue growth and expanding market share.
- **Strengthened** long-term client relationships by delivering precise pricing solutions, customer-focused terms, and tailored service strategies, increasing retention, boosting repeat business, and elevating lifetime account value.

Education & Credentials

High School Diploma

George Washington High School – New York, NY

Professional Certifications

Licensed Life & Health Insurance

Certified Professional Sales Person (CPSP)