

KIMBERLY ALCORN

OBJECTIVE

I am a sales executive. Currently I am one of the behind the scenes owners of a restaurant in Thornton. I have decided to end my partnership with the restaurant and would like to get back into a sales role that I can turn into a successful career.

EXPERIENCE

2015- CURRENT Successful Restaurant Owner/ Marketing/ Managing

- Took social media following from 0 to 500 in two weeks
- Designed and printed 1,000 fliers and personally delivered to office parks increasing revenue by 30% while creating a solid base of regular clientele
- Implemented programs such as a rewards points program and Five Star increasing revenue by 12% and again creating a solid base of repeat clientele

2013-2015 Home Advisor

Golden, CO

Inside Sales/ Account Management

- Pipeline management and cultivation, hitting and exceeding sales quotas of 3+ per week.
- Using CRM platform I had over 90 % client retention and higher than average spend targets (\$1,600+)
- Superior Customer Service and ability to multitask, build rapport as well as efficiently prospect for new business

2011-2012 Floor Coverings International

Denver, CO

Designer/ Sales

- Generated new business by working special events such as trade shows and B2B meet-ups successfully closing 1 out of 5 trade show leads with an average ticket of at least but usually more than \$20,000
- Created unique design schemes based on specifications from clients as well as problem solving design dilemmas using a variety of product solutions. I brought in multiple new vendors to suit the Colorado market increasing revenue by at least 50% allowing me to become the top new sales associate in the company affording me the opportunity to go to Jamaica for the award presentation
- Outreach marketing and building business relationships with cold calls, in person office visits and emails

2008-2010 South Suburban Builders Inc.

Pueblo, CO

Leasing Agent/ Property Manager/ New Home Sales

- Maintained clientele while doing all property manager duties including but not limited to controlling the resident population successfully leasing up all 18 vacant units within a six month period, collecting payments, organizing move in and move outs, managing the maintenance crew, scheduling work orders, etc...
- Generated and followed up on new leads for prospects by creating adds on Craigslist and going B2B in person to local businesses to form partnerships by adding their business cards/ fliers/ swag to the new resident move-in packets which I created from scratch
- Formed a sense of community by creating a newsletter, monthly meet and greets and featuring a family a month

2006-2008 LaZboy Galleries Parker, CO

Store Designer/ Inside and Outside Sales

Parker, CO

- Established my own clientele within the LaZboy Corporation and became the first designer to make my company goal as well as my TLA goal the first month on the job. Successfully closed 97% of my house calls/ presentations
- Higher than average tickets (\$35,000+) and TLA (tables, lamps, accessories) written business
- Youngest designer in the company with my own store after only three months of training proving to the company I was the best candidate for the open designer position in Parker CO.

Education

1999-2004 The Art Institutes International- FIDER Accredited Phx & CO • Received awards for academic success

- Bachelor of Arts Degree in Interior Design with knowledge of AutoCAD

Interests Volunteering, SKIING, Art, Writing, Horses, Running, Diving, Hiking, BIKING

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