

TIM T. EKIZ

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Business Development Sales Account Executive

Sales ~ Marketing ~ Communication ~ Entrepreneur

Enthusiastic, energetic and ambitious Business Development Account Executive with 10+ years of experience in management, sales, business development, and portfolio management within architectural and design industries. Proven track record of leading cross-functional teams to exceed revenue targets and deliver high-quality customer service to enable long-term client relationships. Strong communication, analytical, and problem-solving abilities. Can work remotely and travel up to 50%.

KEY COMPETENCIES & CORE SKILLS

- PROSPECTING & LEAD GENERATION • SALES PIPELINE MANAGEMENT & FORECASTING • QUOTA ATTAINMENT / EXCEEDING SALES TARGETS
- A&D • B2B • B2C • CUSTOMER ACQUISITION & EXPANSION • PRESENTATION • LUNCH & LEARN • GLOBAL MARKETING • COMMUNICATION • SHOWROOM MANAGEMENT • STARTUP • PROJECT MANAGEMENT • ACCOUNT MANAGEMENT • INTERNATIONAL SALES • BUSINESS DEVELOPMENT • TERRITORY MANAGEMENT • NEGOTIATION & CLOSING • NETWORKING • ORGANIZATION • MARKETING RESEARCH & STRATEGY • PROJECT MANAGEMENT • CLIENT RETENTION STRATEGIES • BUSINESS DEVELOPMENT • SOCIAL MEDIA MARKETING FOR SALES • MS OFFICE SUITE • SALESFORCE • CRISIS MANAGEMENT • MARKET RESEARCH

PROFESSIONAL EXPERIENCE

ADVANCED FLEET MANAGEMENT AUTO DEALERSHIP, TOWACO, NJ

03/2023 – PRESENT

SALES REPRESENTATIVE (SHOWROOM MANAGER)

- Closed vehicle sales by negotiating pricing, financing, and trade-ins; consistently meet or exceed monthly quotas – sold 6+ heavy vehicle per month
- Oversaw \$500K worth of inventory and sales flow
- Negotiated pricing, financing, and trade-ins to secure profitable deals while ensuring customer satisfaction
- Prospected new business via cold outreach, referrals, and in-showroom engagement to build pipeline

EURASIA STONE, NEW YORK, NY

08/2021 – 01/2023

BUSINESS DEVELOPMENT (ARCHITECTURAL SALES)

- Increased territory revenue by 15% through acquiring clients among design firms and luxury furniture companies by lunch& learns, market search, cold calling, canvassing, participating in trade shows and more
- Managed to go over \$50K for the first quarter of the startup
- Generated 500+ qualified leads and managed full sales cycles from prospecting through closing
- Negotiated terms and coordinated with production teams to ensure successful project delivery
- Selected relevant videos with engaging content to captivate audience for social media marketing
- Executed cost-saving outsourcing strategies to improve profitability and operational flexibility

AKDO TILE & MARBLE INTERTRADE INC., MANHATTAN, NY

10/2017 – 09/2020

SHOWROOM ASSOCIATE/A&D SALES

- Contacted architects, designers, and contractors to expand high-end residential and commercial sales
- Generated new business through cold calling, presentations, and client visits
- Boosted showroom traffic with targeted events and presentations for architects and designers

SARAY CARPET INC., ISTANBUL, TURKEY

09/2013 – 11/2016

INTERNATIONAL SALES EXECUTIVE

- Expanded business by increasing trade show-driven sales by 5% annually
- Managed \$2M+ annual turnover for 3 consecutive years across European market by catering to both existing clients and new acquisitions
- Provided tailored product recommendations that align with client's unique needs and preferences
- Fostered strong client relationships through consistent communication and attentive service
- Remained well-informed about latest trends in carpet industry

EDUCATION

MARMARA UNIVERSITY, ISTANBUL, TR: **BACHELOR OF ARTS – BUSINESS ADMINISTRATION**

INTERNATIONAL UNIVERSITY, BRUCHSAL, DE: **BACHELOR OF ARTS – BUSINESS ADMINISTRATION**