
Client Executive Resume

Job Objective

Qualified Client Executive seeking work with an existing company in which to put my skills and knowledge to good use.

Highlights of Qualifications:

- Huge experience in an inside sales environment
 - Broad knowledge of selling technology services and solutions to the federal
 - Proficient in MS Office suite and internet
 - Excellent communication and presentation skills
 - Ability to make cold call and generate a high call volume resulting in relationship-driven sales opportunities
 - Ability to negotiate and close deals
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Professional Experience:

Client Executive

CDI Corporation, Pensacola, FL

August 2007 – Present

- Developed and executed sales strategy.
- Identified, researched, and prioritized target accounts.
- Created account plans and conducted needs assessments for area(s) of responsibility.
- Prospected and generated leads.
- Analyzed and researched industry trends and performance of competitors.
- Developed customized proposals focusing on customer's requirement.

Client Executive

IBM Corporation, Pensacola, FL

May 2004- July 2007

- Implemented sales strategy to promote company products and forecasted new business.
 - Managed sales activity and ensured on time implementation of products and services.
 - Identified and uncovered qualified opportunities.
 - Developed and managed forecast and pipeline.
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Education:

Bachelor's Degree in Business

Kenai Peninsula College, Soldotna, AK

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