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## Client Executive Resume

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### Job Objective

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

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### Highlights of Qualifications:

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- 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:

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#### 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:

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Bachelor's Degree in Business

Kenai Peninsula College, Soldotna, AK

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