
Sales Account Executive Resume

Job Objective

To secure a position as Sales Account Executive and to be considered a valued member of your team.

Highlights of Qualifications:

- Extensive experience in selling online and display advertising
 - Ability to create complex, targeted and customized advertising proposals for large customers and agencies
 - Proficient in computer Excel, Word, PowerPoint, Lotus Notes, SAP
 - Excellent time management and analytical skills
 - Excellent communication and interpersonal skills
 - Ability to close IHC systems sales and move complicated sales toward a positive resolution
 - Ability to effectively sell at all levels of account management up to and including the C-Suite
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Professional Experience:

Sales Account Executive
LivePerson, Inc., Highland Park, MI
August 2007 – Present

- Prioritized sales activities and developed revenue in all key accounts.
- Planned and scheduled face-to-face account calls in the final stages of closing.
- Managed operating expenses within assigned budgets.
- Maintained and updated database of current customer contact information.
- Reported sales activities in Leica CRM system.
- Followed-up on all sales leads with status review immediately upon receipt.

Sales Account Executive
Hearst Television Inc., Highland Park, MI
May 2004- July 2007

- Advised and influenced customers and promoted sales for the company.
 - Researched and analyzed customer behavior and enhanced business impact model.
 - Provided suggestions for process or product improvements, new products, and promotion or sales methods.
 - Developed new business opportunities and closed new account business.
 - Handled and resolved customers' issues related to TERADATA warehouse.
 - Established and maintained key relationships with high profile customers.
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Education:

Bachelor's Degree in Marketing
St. John's University, Jamaica, NY

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