

BEN SAMPLE

Jackson, MS 39211 | 858-247-2330 | mary@bestcoastresumes.com

SR. SALES EXECUTIVE | BUSINESS DEVELOPMENT | TECHNOLOGY SOLUTIONS

Results-driven sales executive with a talent for identifying customer's technology needs, leveraging a thorough understanding of IT solutions, and expanding business development initiatives.

Dedicated career combines over 15 years of sales and technology experience as an innovative leader with a commitment to driving revenue growth in the rapidly changing technology industry. Recognized as a business development strategist who builds strong, dedicated client relationships, generates diverse sales pipelines, and creates unique market-entry strategies.

Areas of Expertise:

Strategic Account Management | Technology Solutions | Consultative & Solutions Selling | Demand Creation | Pipeline Management | Forecasting | Systems Development | Revenue Generation | C-Level Consulting

PROFESSIONAL EXPERIENCE

SAMPLE COMPANY, Dallas, TX

2017–Present

Senior Account Executive

Execute product and solution sales strategies for a large territory and diverse industries; identify new and existing customer IT needs; align complex technology solutions within customer expectations; create pipelines of business for long-term accounts; develop customer relationships; and generate new revenue.

- **Established new account development initiatives** by employing consultative sales techniques to deliver optimal products.
- **Expanded business and improved sales leads** by employing a demand generation strategy.
- **Negotiated and closed complex sales, promptly resolved conflicts**, and ensured client satisfaction by collaborating with cross-functional teams to garner comprehensive sales and customer service support.
- **Saved money and reduced time to market** by developing new go-to-market options.

VSS, Jackson, MS

2010–2017

South Region Sales Leader

Promoted to drive sales through strategic business development and account optimization. Developed and implemented sales plans, analyzed markets, and developed strategies to optimize revenue and satisfy corporate sales goals.

- **Grew the sales team 150%** that included the recruitment and development of new account executives.
- **Built a six state territory with a focus on enterprise accounts** by developing new opportunities, executing account strategies, and closing enterprise-level deals.
- **Increased territory revenue** by developing an enhanced portfolio of offerings.
- **Improved the product's value to the customer** by establishing new solutions sales campaigns.

Client Executive

Managed enterprise, commercial and SLED accounts; developed new account generation strategies; expanded existing accounts; and oversaw territory management for customers and partners.

- **Generated \$1M+ in new sales** and earned recognition for the Sales Achievement Club for five years.
- **Met and exceeded sales goals** by winning multiple large enterprise accounts.

AFFILIATED COMPUTER SERVICES, INC., Jackson, MS

2006–2010

Web Portal Team Lead

Promoted to manage 15+ developers, analysts, project managers and database administrators and oversee application development projects that included middleware, UI, business process and database management.

- **Designed code that benefited multiple customers** by creating clear business processes and reusable code.

Oracle Database Administrator

Managed multiple databases that were used within the Mississippi Medicaid program; configured the production database to be compatible with high availability; facilitated the ability to geolocate within multiple locations; and oversaw testing, development and reporting functions.

VSS, Jackson, MS

2004–2006

Technical Consultant

Promoted to direct the analysis, design, and implementation for multiple technologies that included Oracle Database, IBM DB2, Microsoft SQL Server, Microsoft Exchange, Windows, Linux, AIX, VMWare, Enterprise SAN technologies, SAN fabric technologies and more.

PHYSIOTHERAPY ASSOCIATES, Memphis, TN

1998–2004

Systems Engineer

Oversaw systems administration for Windows, AIX and Microsoft Exchange in addition to serving as a Java, and cold fusion developer and database administrator for Oracle and Microsoft SQL Server.

EDUCATION

Bachelor of Science in Information Technology Management, Christian Brothers University