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Core Competencies

- CRM Tools: Salesforce, Outreach, HubSpot, Apollo, Sales Navigator
- Sales Expertise: Prospecting, Negotiation, Client Retention, Pipeline
- Management Leadership: Team Coaching, Account Management, Strategic Planning
- Analytical Sales: Performance Metrics, Revenue Optimization, Data Analytics

Professional Experience

Account Executive

Nextdoor

April 2024 - Present

Nashville, TN

- Surpassed quarterly sales quotas by 152 percent in Q2 and 194 percent in Q3 through tailored prospecting strategies.
- Closed 121 new accounts within six months, driving platform adoption and engagement.
- Reduced client churn by 37 percent with strategic renewal plans and personalized client management.
- Performed 75+ daily revenue-generating activities, including prospecting and CRM updates.
- Mentored three SDRs, leading to their promotion to Account Executive roles.

Account Executive

C & G Publishing

July 2022 - March 2024

Rochester, MI

- Achieved 118 percent plus of sales quotas, securing new business with 135 plus SMB accounts.
- Grew advertising campaign portfolio from 17 SMB accounts to 156 recurring accounts in 1.5 years.
- Ranked in the top 4 of 19 territory managers, generating an average monthly revenue of \$127,000.
- Consistently surpassed account attainment targets by signing an average of 21 new SMB accounts per month.

Business Development Representative

Double A Solutions

September 2019 - May 2022

Toledo, OH

- Managed 50–100 daily outbound B2B sales calls, driving lead generation and customer acquisition.
- Consistently sold an average of 3 CRM software subscriptions weekly.
- Scheduled and conducted CRM software demonstrations for prospective clients, showcasing product presentations.

Education

BBA - The Edward H. Schmidt School of Professional Sales

The University of Toledo

Achievements

New Business Acquisition: Closed 121 new accounts in six months at Nextdoor.

Revenue Growth: Contributed to a 32 percent revenue increase at C and G Publishing.

Client Retention: Reduced churn by 37 percent using personalized strategies. Team

Development: Promoted three SDRs to Account Executives through mentorship.

Additional Information

Technical Proficiency: Advanced expertise in Salesforce, Outreach, HubSpot.

Certifications: Salesforce Certified (in progress), HubSpot Sales Software Certification.

Volunteer Work: Active mentor for sales professionals via LinkedIn mentorship programs.