

JAMES SMITH

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SUMMARY

CANDIDATE PROFESSIONAL SUMMARY Results-focused sales professional with a 15-year track record of achievement and demonstrated success driving multimillion-dollar revenue growth.

SKILLS

- Business to Business Sales Project Management
- Digital Leadership Change Management Team building

EXPERIENCE

SENIOR SALES CONSULTANT

American Express | Atlanta, GA | May 2019 - Current

- Increased visibility of decal penetration to B2B customers using brand management; increasing market penetration by 12% in 6 months
- Develop project scope, growth strategy, sale's organizational structure, project estimation, short/long range planning and change management
- Authoring Business Requirement Documents, Traceability Matrix, Gap Analysis, RACI and Test Cases

EXECUTIVE COACH/SENIOR CONSULTANT

Home Depot | Atlanta, GA | May 2018 - July 2019

- Owned and managed medium to large projects and programs, participated as a Subject Matter Expert
- Coaching mid-level to senior-level executives, to improve and expedite candidates career pursuits

RELATIONSHIP SALES MANAGER

Coca Cola | Atlanta, GA | April 2019 - May 2019

- Led Cross Market Solution sales teams in both system integration technology and manage services, analyzing and improving collaborative processes yielding 8% growth
- Successfully closed two Software as a Service (SaaS), CX deals within first 2 months (normally 6 months' sales cycle)

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EDUCATION AND TRAINING

B.S

Business Administration
Georgia State University, GA

PMI Agile Certified Practitioner (PMI-ACP: 2/2020)

April 2020

Corporate Leadership and Management Training