

# JAMES SMITH

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## SUMMARY

CANDIDATE PROFESSIONAL SUMMARY Refocused sales professional with a 15-year track record of achievement and demonstrated success driving multimillion -dollar revenue growth while providing visionary sales leadership in highly competitive markets domestically and internationally.

## EXPERIENCE

**Senior Sales Consultant**, 05/2019 - Current  
**American Express** - Atlanta, GA

- Increased visibility of decal penetration to B2B customers using brand management; increasing market penetration by 12% in 6 months
- Develop project scope, growth strategy, sales 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**, 05/2018 - 07/2019  
**Home Depot** - Atlanta, GA

- 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
- Helped leaders develop competencies/ best practices aligning with organizational vision and mission, culture and process

**Relationship Sales Manager**, 04/2019 - 05/2019  
**Coca Cola**- Atlanta, GA

- 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), 04/2020

Corporate Leadership and Management Training



## CONTACT

**Address:** Atlanta, GA 30033

**Phone:** (404) 602-8514

**Email:** JamesSmith@gmail.com

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## SKILLS

- Business to Business Sales Project Management Vendor Management
- Operations Management Hire and Retention Program Regional & Individual Goal Setting
- Digital Leadership Change Management Team building, Training