

James Smith

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Summary

CANDIDATE PROFESSIONAL SUMMARY - Results 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.

Skills

- Business to Business Sales Project Management Vendor Management
- Digital Leadership Change Management Team building, Training

Experience

05/2019 - Current

Senior Sales Consultant **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

05/2018- 07/2019

Executive Coach/Senior Consultant **Home Depot** Atlanta, GA

- Owned and managed medium to large projects and programs, participated as a Job Matter Expert
- Coaching midlevel to seniorlevel executives, to improve and expedite candidates career pursuits

04/2019- 05/2019

Relationship Sales Manager **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)

Education and Training

B.S. Business Administration
Georgia State University, GA

04/2020

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

Corporate Leadership and Management Training