

JamesSmith@gmail.com

(404) 602-8514

Atlanta, GA 30033

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

Education And Training

04/2020

Corporate Leadership and Management Training

B.S

Business Administration

Georgia State University

GA

Relationship Sales Manager NC/

All Conference in Basketball

Executive Coach/Senior

Consultant NCAA: All American i

JamesSmith

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. Highly experienced business management with consistent achievements in optimizing business operations, business development market brand strategy while increasing prod distribution to grow overall market share

Experience

American Express- Senior Sales Consultant

Atlanta, GA

05/2019-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, proje estimation, short/long range planning and range management
- Authoring Business Requirement Documents, Traceability Matrix, Gap Analy RACI and Test Cases

Home Depot- Executive Coach/Senior Consultant

Atlanta, GA

05/2018-07/2019

- Owned and managed medium to large projects and programs, participated as a Subject Matter Expert
- Coaching midlevel to seniorlevel executives, to improve and expedite candidates career pursuits
- Helped leaders develop competencies/best practices aligning with organizational vision and mission, culture and process
- Roles

Coca Cola- Relationship Sales Manager

Atlanta, GA

04/2019-05/2019

- 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)
- Completed agreed upon project deliverables and milestones at every stage of the project lifecycle