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# 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 while providing visionary sales leadership in highly competitive markets domestically and internationally.

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## Skills

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

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## 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, 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** | 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

**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

**Corporate Leadership and Management Training**

04/2020

**Georgia State University - GA | B.S**

Business Administration

Relationship Sales Manager NCAA: All Conference in Basketball Executive Coach/Senior Consultant NCAA: All American in