JAMES SMITH

JamesSmith@gmail.com | (404) 602-8514 | Atlanta, GA 30033

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

Skills

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

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)

Education and Training

Corporate Leadership and Management Training   04/2020

B.S: Business Administration
Georgia State University | GA
Relationship Sales Manager NCAA: All Conference in Basketball Executive Coach/Senior Consultant NCAA: All American in