

James Smith

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

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, project estimation, short/long range planning and change management
- Authoring Business Requirement Documents, Traceability Matrix, Gap Analysis, 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 mid-level to senior-level executives, to improve and expedite candidates career pursuits

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)

CONTACT

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

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