

# 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. 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

05/2019 to 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, sale's organizational structure, project estimation, short/long range planning and change management

05/2018 to 07/2019

### Executive Coach/Senior Consultant

**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

04/2019 to 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**