

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.

SKILLS

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

EXPERIENCE

Senior Sales Consultant

American Express | Atlanta, GA | May 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

Executive Coach/Senior Consultant

Home Depot | Atlanta, GA | May 2018-Jul 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

Relationship Sales Manager

Coca Cola | Atlanta, GA | Apr 2019-May 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)

EDUCATION AND TRAINING

B.S: Business Administration
Georgia State University | GA