

Catherine Dwight

SALES EXECUTIVE

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PROFILE

Well-qualified and results-oriented sales leader with over 8 years of successful experience in positions of increasing responsibility and duties. Proven revenue generator in all market conditions. Outstanding relationship building, training and presentation skills. With the talent to sell design, quality, service over price.

EXPERIENCE

Company Name

2015 > Current

Senior Sales Executive

Duties

Managing a team of 8 District Managers (outside sales representatives) in the central NJ territory;

Preparing action plan and organizing its implementation;

Providing daily sales report;

Evaluation of achievement and prepare strategic improvement;

Maintaining relationship with client;

Achievements

Surpassed Q3 and Q4 goals (2017) by 30%, bringing in \$300,000 of recurring revenue;

Received the Five Star Award from XXX;

Maintained active relationship with current customer base and successfully grew existing accounts through up-sell opportunities.

Company Name

2009 > 2014

Sales Executive

Duties:

Achievements;

EDUCATION

University Name

2005 > 2009

Bachelor of Marketing & Management

Details:

Certificates:

Skills Acquired: