



JANET LEWIS

PROFESSION

EDUCATION

2013 – 2017 | Atlanta, GA

Bachelor of Science (B.S.) Business Administration

Operations and Supply Chain Management GEORGIA TECH

PROFESSIONAL EXPERIENCE

2020 – Present

Account Executive | CVS Health | Alpharetta, GA

- Implement new pricing strategies that result in a 10% increase in profit margins and a 5% increase in sales volume for assigned territories
- Train and mentor a team of three sales representatives, resulting in a 20% increase in sales performance across the team
- Achieved 115% of sales quota in the first year by developing and maintaining relationships with key decision makers in hospitals and clinics

2016 – 2020

Sales Development Representative | Home Depot | Atlanta, GA

- Collaborated with Account Executives to identify cross-sell and upsell opportunities, resulting in a 15% increase in average deal size and \$100K in additional revenue per quarter
 - Generated \$500K in new business by prospecting and qualifying 250 leads per week for the Home Depot Pro program
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CERTIFICATIONS

- Certified Professional Sales Person (CPSP), NASP, 2020
- Certified Sales Development Representative (CSDR), AA-ISP, 2016

CONTACT

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PROFILE

Results-driven Account Executive with 5+ years of sales experience. Looking to leverage a proven track record of exceeding sales quotes and building strong client relationships. I seek a role with Walgreens, leveraging expertise in consultative selling and market analysis to drive revenue growth and achieve business objectives.

KEY SKILLS

Health Product Knowledge
Account Management
Contract Negotiation
Sales Forecasting
Pipeline Management