



# ALLISON STAHL

Account Executive

Alpharetta, GA 12345 | (123) 456-7890 | email@example.com | LinkedIn | Portfolio

## PROFILE

Results-driven account executive with over five years of sales experience in the health and retail sectors. Recognized for exceeding sales quotas and building strong client relationships. Leverages expertise in consultative selling and market analysis to drive revenue growth.

## KEY SKILLS

- Account management
- Contract negotiation
- Customer service
- Pipeline management
- Sales forecasting
- Team collaboration

## PROFESSIONAL EXPERIENCE

### Account Executive

CVS Health, Alpharetta, GA | September 2020 - Present

- Negotiate and close an average of 30 annual contracts with a diverse portfolio of more than 50 clients, including Fortune 500 companies and mid-market businesses
- Achieved 115% of sales quota in the first year by developing and maintaining relationships with key decision-makers in hospitals and clinics
- Implemented pricing strategies that resulted in a 10% increase in profit margins and a 5% increase in sales volume for assigned territories
- Train and mentor three sales representatives, resulting in a 20% increase in sales performance across the team

### Sales Development Representative

Home Depot, Atlanta, GA | June 2016 - August 2020

- Developed lead-generation strategies through email campaigns and local contractor partnerships across five Home Depot stores, averaging a 20% increase in qualified leads
- Collaborated with account executives to identify cross-sell and upsell opportunities, resulting in a 15% increase in average deal size per quarter
- Prioritized 24-hour follow-up on new prospects to ensure consistent customer engagement through phone calls, email, and product demonstration
- Generated \$500,000 in new business by prospecting and qualifying 250 leads per week for the Home Depot Pro program
- Organized 12 annual industry events, including trade shows, product demonstrations, networking lunches, and home improvement seminars

## EDUCATION

### Bachelor of Science (B.S.) in Business Administration

Georgia Tech, Atlanta, GA, | June 2017

## CERTIFICATIONS

- Certified Salesforce Sales Cloud Consultant, Trailhead, , June 2022
- Certified Professional Sales Person, National Association of Sales Professionals, , November 2019