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# Mary Williams

Results-driven account executive with over five years of sales experience. Looking to leverage a proven track record of exceeding sales quotes and building strong client relationships. Seeking a role with Walgreens, leveraging expertise in consultative selling and market analysis to drive revenue growth and achieve business objectives.

## PROFESSIONAL EXPERIENCE


Account Executive | August 2020 - Present  
CVS Health | Alpharetta, GA

- Implemented new pricing strategies that resulted in a 10% increase in profit margins and a 5% increase in sales volume for assigned territories
- Trained and mentored 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

Sales Development Representative | November 2016 - January 2020  
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 \$100,000 in additional revenue per quarter
- Generated \$500,000 in new business by prospecting and qualifying 250 leads per week for the Home Depot Pro program

## CONTACT

 (123) 456-7890

 email@example.com

 LinkedIn | Portfolio

 City, State Abbreviation Zip Code

## EDUCATION

- Bachelor of Science Business Administration  
August 2013 - July 2017  
Georgia Institute of Technology,  
Atlanta, GA

## KEY SKILLS

- Account management
- Contract negotiation
- Health product knowledge
- Sales forecasting
- Pipeline management