

Karen Elizabeth

Objective

Bring my specific skillset, attitude, and sales expertise to a large corporation. Exceed quotas, lead teams and improve profits. Become a key asset to the company, and grow within my position.

Summary

- Energetic and outgoing personality, with natural leadership qualities.
- Strong communication skills within any team, client, or one on one relationship.
- Goal and task oriented, with great attention to detail. Known as a Closer.
- Can Increase revenues and exceed quotas in very hard markets.
- Problem solving skills and ability to enhance performance of others around me.
- Can manage teams, great at motivating and pushing to bring out the best in employees.

Education

Texas Tech University 2002
Bachelor's of Science in Management

Salt Lake Community College
2000
Associates Degree

Training in Sales/Certified in Sales

Professional Experience

Sales Leader April 2013-November 2017
BMC Software in Houston, TX

- **Responsible for leading a sales team to consistently reach and exceed sales goals**
- Trained weekly to inspire teamwork and reach company objectives
- Won the top team and individual sales volume consistently
- Closed mega accounts in new industries, including school districts and oil/gas companies
- **Trained international sales representatives**
- Trusted with the Southwest region – set goals and targets for teams and made sure they reached the goals.

Account Manager January 2010-April 2013
BMC Software in Houston, TX

- Called upon large and small clients to increase revenues in Houston and a territory (South)
- Provide excellent customer service and company representation
- **Made the President's List each year, awarded trips to exotic locations and bonuses**
- **Cold called on the phone and in person.**
- Train and monitor other sales reps daily

Senior Account Manager January 2007-December 2009

Waste Management of Houston, TX

- Worked with clients of high worth.
- Trained new sales coordinators, served in a senior role
- Negotiated contracts closing the top client and started penetrating the medical field (the largest in the country and formerly had contracts already)
- Met or exceeded quotas winning company awards, incentives and trips

District Account Manager January 2002 to December 2007

Procter and Gamble in Indiana

- Improved rating in a tough territory
- Sold veterinary products.
- Managed sales representatives, went on shadows to make sure they were on schedule with a pipeline
- Focused on client retention and created ideas that were implemented to keep current clients.
- Landed more than 25 new accounts

References

Can be provided upon Request