

WILLIAM W. WALSH

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SALES & ACCOUNT MANAGEMENT EXECUTIVE

12+ Years of Award Winning Leadership Inspiring Teams, Igniting Strong Sales Performance and Surpassing Revenue Targets

**Bachelor of Arts & Science Degree, Communications, Business Administration, Arizona State University
Orange Bowl (MVP) Recipient, and Academic Achievement & Athletic Excellence Award**

CAREER HIGHLIGHTS

- ▶ **Management Executive** with extensive experience in leading key account management, new market expansion, profit contribution and generation.
- ▶ **Top Performing Leader: Boosted sales from \$100K+ to 1.2** through inventive networking, vigorous cold-calling, persistent follow-up, personalized service, and diligent relationship management.
- ▶ **Superior Lead Generation and Management, growing business fast through efficient team leadership**, evaluating emerging trends, client consultations and continuous program improvement.
- ▶ **Integrity and dedication to win-win solutions.**
- ▶ **Professional Football Player**; Pittsburgh Steelers, Wide Receiver.
- ▶ **Computer Technology: MS Office, SAP, Salesforce, HubSpot, CRM.**

SPECIALTIES

- Key Account Management
- Team Building & Team Leadership
- Developing New Territories
- Building Strong Client Relationships
- Ensuring Customer Satisfaction
- Strategic Sales & Marketing Plan
- High-Level Contract Negotiations
- Competitive Market Intelligence
- Client Relationship Management
- Sales Process Optimization
- Revenue & Profit Maximization

Selected Outstanding Achievements

- Instituted emerging new region from scratch to \$10M+ in annual sales revenue, DELB10034.
- Established entirely new market nationwide; successfully penetrating construction industries, DELB10034.
- Awarded: Company Sales Leader for territory growth, sales, and gross margin percentage, 2018, DELB10034.
- Led progressive sales growth percentages to 22% in 2012, 23% in 2013, and 17% in 2016, DAN SAB,

PROFESSIONAL EXPERIENCE

DELB10034, United States

October 2017 to Present

Manufacturer of Construction Equipment

West Coast Manager, 11-State Regions

- Increased revenue growth by 25%, Y-2022 and Y-2023, by establishing strong relationships with 10 existing dealer partners.
- Manage, train, and direct Sales Managers in sales and marketing of specialized construction equipment for commercial builders.
- Educated dealers on benefits of product-line and any changes in standards.
- Business Consultant, work closely with clients to facilitate growth within territories.
- Leverage and carry out progressive sales through tradeshow with dealer partners throughout the region.

DAN SAB KITCHEN & BATHROOM, National

June 2010 to October 2017

Manufacturer of Kitchen and Bathroom Cabinets

West Coast Manager

- Manage strategic distribution focusing on customer satisfaction, and leveraging cost-effective sales methodologies in establishing exponential sales and territory growth.