

LINDA S. CLARKE

27 Marlin Avenue – Deer Park, NY 11746
Tel: (888) 858.7545 • Email: info@skilledresumes.com

SALES PROFESSIONAL

Sales Team Training / Account Relationship Management / Business Development

Dynamic Sales professional consistently successful in driving new business, developing employees, and cultivating account relationships to generate long-term revenue growth. Combines expert strategic planning, business planning, and presentation skills with proven success in delivering strong financial results throughout competitive regions. Mentor and leader of new and experienced salespeople; able to handle multiple roles while personally driving new business. Strong presentation and negotiation skills.

Expertise Includes:

Account Management / Training & Development / Team Leadership / Client Relations / Strategic Planning / Recruiting
Financial Analysis/ Presentations / Budgeting / Sales Cycle Management / Market Analysis / Ecommerce

PROFESSIONAL EXPERIENCE

COMPANY NAME, INC., City, State 2010 to Present
Business and technology consulting firm providing services throughout the United States – Company has nearly 240 employees and generates approximately \$115 million in annual revenue.

Business Consulting/Sales (contract employee)

Recruited to train senior agency leaders throughout assigned regions via online (virtual) platforms, source/identify and develop new business, and manage major account relationships to ensure long-term revenue growth.

- Train, develop, and mentor clients to establish and execute strategic initiatives that drive sales growth, increase profits, and improve performance; successfully coached more than 30 agencies throughout tenure.
- **Drove new business by 137% and 123% in 2009/2010**, respectively, while establishing and cultivating strong networking relationships with businesses throughout the US; successfully closed 30-55% of all monthly referrals.

XYZ INSURANCE COMPANY, Indianapolis, IN 1997 to 2010
Fortune 500 Property & Casualty Insurance Company based in Charlotte, North Carolina.

Account Relationship Manager (2004 to 2010) / **Sales Representative** (1997 to 2004)

Highly successful 13-year tenure with XYZ. Hired in 1997 to drive commercial insurance sales throughout the Southwest Region and develop strategic channel relationships to ensure long-term growth; serviced 40+ independent insurance agencies. Performed full range of sales prospecting, qualifying, needs assessment, data gathering, and presentations to individuals, business, and channel partners. Promoted based on strong performance to manage larger territory. Selected accomplishments included:

LINDA S. CLARKE

(Page 2)

XYZ INSURANCE COMPANY (Continued):

- Successfully managed and cultivated agency relationships to generate immediate and long-term revenue growth.
 - Spearheaded rapid revenue growth from **\$1.5 million to \$9 million** during 24-month period and increased web traffic from 10,000 unique visitors to 9.5 million visitors per month.
 - Developed and implemented strategic business development initiatives that drove new sales and proved instrumental in enhancing client satisfaction.
 - Trained and developed agency reps in selling, closing, and account management techniques; served as team lead and field sales expert.
 - Delivered **total profit growth of 95%** adjusted EBIT throughout assigned regions and converted 72% of company's product from make to buy for **17% cost savings**.
 - Mentored sales force to significantly increase production, improve efficiency, and achieve/surpass targeted sales goals and business objectives.
 - Created and executed highly successful retention strategy (83%) during 2-year acquisition period; efforts led to 2004 promotion.
-

EDUCATION / PROFESSIONAL DEVELOPMENT / TECHNOLOGY

BBA – Finance, KRIEGS SCHOOL OF BUSINESS, Texas A&M University, Dallas, TX (1997)

Certified Insurance Counselor (CIC) Designation

Financial Industry Regulatory Authority (FINRA) Series 7, 6, 63, 55

Licensed Life, Health, and Property & Casualty Insurance Agent, State of Texas

Sandler Sales Training

Member, Insurance Institute of America

Proficient in Microsoft Word, Excel, PowerPoint; Bloomberg Terminal; Salesforce.com CRM