

Position: Outside Sales Representative

Location: Vancouver, BC

Relocate: Yes No Possibly



CID#: 222769

EXECUTIVE CANDIDATE PROFILE

Dedicated sales professional with proficiency in managing portfolios of accounts, exceeding sales targets, and executing sales cycle activities. Experience covers outside sales, national account management, business development, and co-owning and founding a company.

Skills

Sales Management

Customer Relationship Management

Agile Project Management

Public Diplomacy

Coaching

Recruiting

Project Management

Strategic Partnerships

Organizational Leadership

Entrepreneurship

Fundraising

Team Building

Account Management

Structured Project Management

Employee Management

Business Development

Leadership

Training

■ Recognition / Achievements

- *Top salesperson 2020, 2021 (#12), and 2022 (#8) – Profitability Dollars Sold*
- *North American Top Revenue Producer with \$5M+ in 2018*
- *2021 & 2022 Rookie of the Year Runner Up*
- *Managed a portfolio of 45 accounts with annual sales in excess of 2.8M*

■ Education / Designations

- *Project Management Certification (June 2023)*
- *Bachelors of Human Kinetics – Interdisciplinary Stream*
- *Agile Project Management*
- *Structured Project Management*
- *Project Management Fundamentals*