

KEVIN NUNYABISNESS

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SALES & BUSINESS DEVELOPMENT

Dedicated and motivated professional with a strong background in Strategic Sales, Operations, and Account Management. Years of successful experience consulting on multifaceted promotional projects while fostering profitable relationships with a wide range of clients and key business partners. Consistently recognized for outstanding contributions to the bottom line. Solid reputation for meeting or exceeding specified sales objectives. Commended for organization, perseverance, efficiency, and relationship management skills. Computer savvy and familiar with many modern systems and applications including MS Office Suite and Lotus Notes.

AREAS OF EXPERTISE

- Consultative Selling
 - New Business Development
 - Account Coordination
 - Territory Management
 - Market Research
 - Data Analysis & Reporting
 - Training & Team Building
 - Contract Negotiations
 - Client/Vendor Relations
 - Customer Service & Support
 - Sales Presentations
 - Competitive Analysis
 - Project Coordination
 - Quality Assurance
 - Process Improvement
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PROFESSIONAL EXPERIENCE

SMACKLANDS-RAINER

5/2012-Present

Account Manager

- Promote an array of products and value-added services to key accounts in a growing territory
- Work closely with product specialists and vendors to develop strategic sales and marketing plans
- Identify requirements and propose solutions to meet with manufacturing and operational needs
- Facilitate relationships with decision makers to maximize sales potential and customer retention
- Maintain competitive advantage by helping clients to drive down requisition and inventory costs
- Successfully achieved production goals and exceeded revenue targets in every month to date

TNT EXPRESS

5/2006-5/2012

Outside Sales Account Manager

10/2007-5/2012

- Sold a full line of international courier and freight services to various commercial accounts
- Utilized multiple tactics for prospecting, presenting, and communicating benefits to key clientele
- Oversaw installations and assisted with training customers and end users on IT solutions
- Developed and mentored sales personnel to support overall retention and customer service goals
- Presented with multiple awards including the "Sure We Can" and "Delivering More" awards
- Maintained consistent territory growth of 20% with over 70% growth in 2008

Inside Sales

5/2006-9/2007

- Scheduled appointments with prospective customers and helped to generate new sales
- Fostered positive relationships with client accounts and trained new reps on company policies
- Constantly surpassed expectations by overachieving call volume and appointment KPIs

CINTAS CORPORATION

11/2002-5/2006

Service Sales Representative

- Managed approximately 130 commercial accounts including contract renewals and collections
- Administered price increases, sold new products, and kept a high level of customer satisfaction
- Signed renewals to effectively retain 96% of clients and achieved territory growth of over 50%

EDUCATION

PROFESSIONAL SELLING SKILLS – ACHIEVE GLOBAL (2009, 2012)

TRANSPORTATION SYSTEMS COURSE – CANADIAN INSTITUTE OF TRAFFIC & TRANSPORTATION (2011)

BUSINESS DIPLOMA, MARKETING MANAGEMENT & PROFESSIONAL SALES – B.C. INSTITUTE OF TECHNOLOGY (2000-2002)