

MARK ANYBODY

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SALES & BUSINESS DEVELOPMENT SPECIALIST

Dedicated and motivated professional with a strong background in Consultative Selling, Customer Engagement, and New Business Development. Possess years of successful experience developing and implementing effective promotional plans while facilitating profitable relationships with a wide range of clients and key business partners. Consistently recognized for outstanding performance and solid reputation for exceeding specified sales and revenue goals. Recently recognized as the #1 salesperson in the Philadelphia area for Superpages.com (DexMedia) and commended for organization, efficiency, priority management, and communication skills. Computer savvy and familiar with many modern systems, solutions, web applications, and other technologies.

AREAS OF EXPERTISE

- Sales & Marketing
 - Online Advertising
 - Media Consulting
 - Business Development
 - Customer Service
 - Territory Management
 - Technology Integration
 - Prospecting & Networking
 - Relationship Building
 - Data Analysis & Reporting
 - Budgeting & Accounting
 - Profit & Revenue Growth
 - Project Coordination
 - Strategic Planning
 - Web Development
 - Operational Support
 - Quality Assurance
 - Process Improvement
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RECENT WORK EXPERIENCE

- DexMedia/Verizon – Philadelphia, PA** **5/2012-2/2017**
Sales/Media Consultant
- Fostered strong relationships with key clients, assessed needs, and consulted on various IT projects
 - Coordinated marketing and advertising strategies to help businesses increase exposure and profits
 - Worked closely with large/medium-sized companies and assisted with CRM solutions management
 - Actively prospected for new customers, maintained existing accounts, and enhanced revenues
 - Recognized as an expert in social media, SEO, software, mobile applications, and other technologies
 - Mentored and led team members and received “Salesperson of the Month” on multiple occasions
 - Consistently met specified quotas for 3 years in a row and achieved #1 in sales within Philadelphia

PREVIOUS WORK EXPERIENCE

- Wine Box – Wilmington, DE** **1/2011-5/2012**
Owner/Presenter
- Canon – Wilmington, DE** **1/2010-1/2011**
Sales Executive
- Ricoh Business Solutions – Wilmington, DE** **1/2008-4/2009**
Sales Executive
- Triad Company – Wilmington, DE** **11/2004-11/2007**
General Manager
- Delaware Importers – Wilmington, DE** **3/1999-11/2004**
Sales Representative

EDUCATION

- University of Delaware – Newark, DE** **5/1997**
Bachelors Degree – Human Resources
Major: Consumer Electronics/Buyer Behavior