

SENIOR ACCOUNT EXECUTIVE

CAREER OBJECTIVE

Using a consultative approach to identify business challenges and design tailored solutions for measurable positive outcomes. By winning new business through strategic prospecting and intelligent discovery, I drive earnings potential and deliver high levels of client care. Additionally, I conduct Quarterly Business Reviews with current customers to ensure satisfaction and retention.

WORK EXPERIENCE

STRATEGIC ACCOUNT EXECUTIVE – Large MSP

2023 – 2025

- Sold cloud services, MSP offerings, disaster recovery, and managed print solutions including multi-functional printers, copiers, and scanners to SMB and enterprise clients.
- Used a consultative sales approach to identify business challenges, design tailored technology solutions, and deliver measurable positive outcomes.
- Conducted product demonstrations and presentations to develop prospects, drive engagement, and convert opportunities into long-term accounts.
- Performed multiple printer fleet assessments to uncover inefficiencies, reduce costs, and create customized MPS strategies, resulting in significant wins and client retention.
- Collaborated cross-functionally with technical teams to ensure seamless solution design, implementation, and client onboarding.

Outside Sales Consultant Health Company

2021 - 2023

- Prospected in assigned territory to develop new clients.
- Consult new prospects and identify any needs by setting up meetings
- Maintained quota and added new customers to our portfolio

BUSINESS DEVELOPMENT MANAGER, Mid-size MSP

2019 – 2020

- Netfusion Powered by NuMSP is a nationwide Managed Services I Consulted SMB provided the most comprehensive IT and security service solutions for the SMB market.
- Used aggressive Business Development to Secure Appointments.
- Onboarded Multiple accounts.

ACCOUNT EXECUTIVE Large MSP

2017-2018

- I provide solutions for multi-functional printers, copiers, scanners,
- Document Management & Client development Software.
- Identified Managed Print Services-SaaS
- Maintained customer base and added new clients to my portfolio
- Maintained quota

EDUCATION

California State University Los Angeles

Los Angeles Community College, University Old Dominion

University- Norfolk VA

United States Navy Technical School Millington Tn

SKILLS

Communication

Time management

Teamwork

Leadership

Critical thinking

Adaptability

Veteran-US Navy-US Army Reservist