



# Britney Stevenson

## Corporate Sales Manager

email@email.com

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1515 Pacific Ave, Los Angeles, CA

90291, United States

### Place of birth

San Antonio

### Driving license

Full

### Nationality

American

## Profile

*Experienced Corporate Sales Manager with ten years' global experience within the international travel sector with a focus to improve sales turnover and positively impact company revenue. Was instrumental in increasing quarterly sales performance by 30% during the last six months, and leadership tenure is back by an MBA and numerous diplomas in coaching and training.*

## Employment History

### Corporate Sales Manager at PQS Travel Group, Evanston, IL

08/2023–07/2024

*Achieved over \$335,000 in the first quarter of 2015 by increasing new group sales in the Mid-West region.*

- Responsible for securing business for corporate business transient and group markets by maintaining top accounts, and implementing strategic solicitation and relationship methods to achieve goals.
- Conduct performance reviews.
- Develop and train account managers to secure long-term contracts with leading original equipment manufacturers and improve customer retention.
- Achieve double-digit margins and increase revenues to \$400 million annually with leading government agencies.
- Manage regional corporate accounts in the New England Area of more than \$100k each.
- Develop training plans and career paths for subordinates.
- Collaborate with internal stakeholders such as finance and HR departments regarding budgets and recruitment needs.

### Assistant Global Business Development Manager at Trans Atlantic Travel Group, Cleveland, OH

05/2021–06/2023

*Sales performance increased by 20% following the implementation 6-month sales consultant exchange programs to company locations abroad.*

- Take responsibility for developing Individual Travel Accounts through extensive cold-calling, industry networking, and below the line sales strategies.

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## Skills

Business Development .....	5/5
Networking .....	5/5
Group Sales .....	5/5
Market Analysis .....	5/5
Research .....	5/5
Big Data Analytics .....	5/5

## Languages

English .....	Native speaker
Mandarin .....	Good working knowledge
Spanish .....	Good working knowledge
French .....	Working knowledge

- Oversee all sales activities related to booking, coordination and customer follow-up for groups requiring bulk reservations of between 50 and 100 at a time.
- Contribute significantly to Food & Beverage revenues by facilitating and promoting effective upselling.
- Acquire knowledge of competition, as well as industry trends.
- Cultivate relationships with prospective new clients by introducing sales consultants to them

## **Senior Technical Sales Consultant at Bricks and Build Engineering Products, Milwaukee, WI**

**11/2019–2021**

*Cultivated over \$550,000 in new account sales within 18 months.*

- Build creative sales strategies to increase customer satisfaction and attain business sales goals.
- Conduct reviews of departmental sales performance and compare these against expected targets to identify areas for improvement.
- Convey overall sales performance levels to executive management and submit solution proposals for approval.
- Use analytics to populate data sets and compile reports on daily/weekly/monthly/quarterly performance to submit to executive management.

## **Executive Sales Consultant at Engineering Construct, Traverse City, MI**

**08/2018–09/2019**

*Increased the engineering sales market by 40% in 2008/2009, securing group programs with top companies in the construction and building sectors.*

- Actively involved in research efforts to identify new marketing strategies, business opportunities and the performance of competitors
- Track overall sales activities and allocate resources in sales areas that require additional sales consultants to handle the sudden influx of new business.
- Participate in trade shows, sales workshops, sales seminars, and events on behalf of the business to increase visibility.
- Stay on top of new trends and innovation within the industry.
- Continuously network by staying an active member of relevant industry bodies locally and internationally where applicable.

# **Education**

## **Masters in Business Administration, Harvard University, Cambridge, MA**

**01/2019–12/2021**

## **Bachelor Degree in Sales and Marketing, University of Denver, Denver, CO**

**03/2016–12/2018**

