

STEVEN S. SALES

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OBJECTIVE

To obtain a position in medical device sales utilizing relevant skills and experience.

SENIOR SALES MANAGER

Sales Account Development and Management

Dynamic sales and marketing professional exhibiting a strong record of outperforming sales quotas, developing new business, and strengthening customer relationships. Expert negotiation, presentation, and communication skills with experience in planning, goal setting, strategy implementation, and customer follow-up. Excellent time management skills and the ability to effectively multi-task management activities. Available to travel at least 75% of the week.

Communication ▪ Strategic & Tactical Planning ▪ Contract Negotiations ▪ Relationship Building
▪ Sales Presentations/Closing ▪ Community Relations ▪ Account Management ▪ Sales Management

SALES EXPERIENCE

DOWNTOWN UNIVERSITY, Detroit, MI

2009-present

Regional Corporate Alliance Manager

- Increased SAO division's profits by more than 28%, year-over-year
- Created over 70 customer leads resulting in at least 7 student enrollments per month
- Top 5 salesperson in total revenue generated for the school throughout the past 5 years
- Participate in seven member, institution-wide task force aimed at generating and managing leads
- Negotiated alliance contract with McLaren Health System worth \$3.5-\$5 Million

Job Duties:

- Develop and execute the SAO marketing strategy to ensure that all departments are aware of the alliance, the benefits of the alliance to students, faculty, and staff, and the appropriate channels to inquire about educational opportunities within the institution
- Responsible for obtaining leads via various marketing mediums for each alliance partner
- Research, develop, and maintain relationships with alliance partners, including Home Depot, Lowes, Verizon, and McDonalds
- Perform quarterly campus visits to alliance partners and job fairs to market programs
- Hire and train salespersons to manage numerous accounts throughout the U.S.

URBAN UNIVERSITY, Chicago, IL

2008-2009

Regional Manager, Academic Partnerships

- Responsible for a geographical territory with account assignments of 200-250 academic partners
- Developed and maintained relationships with over 125 community colleges in the Midwest
- Awarded top Regional Manager for all geographic areas within Kaplan

Job Duties:

- Developed presentations promoting Kaplan programs and initiatives to top executives
- Managed numerous community college accounts through phone calls and WebEx presentations
- Negotiated and reviewed institutional contracts with vendors and outside partners
- Worked with academics and other departments to design customized content for partners

URBAN UNIVERSITY, Chicago, IL

2006-2008

Account Manager

- Increased company's profits by over 38%
- Top 3 sales producers within the entire company from 2006 to end of 2008
- Developed large sales pipeline to hospitals, corporations, and community colleges
- Awarded Revolutionary Award in 2006 as the top sales revenue producer

Job Duties:

- Maintained profitable relationships with hospitals, community colleges, corporations, and governmental units throughout Michigan and Ohio
- Promoted Associate, Bachelors, and Masters Degree Programs to various organizations
- Provided presentations to many key executives throughout Michigan and Ohio

GLOBAL BUSINESS CENTER, Southfield, MI

2004-2006

Regional Sales Manager

- Increased company's profits by over 38% (\$3.5 million) in the first 6 months of employment
- Developed software/hardware sales pipeline through cold calling techniques to hotel industry
- Developed proposals and managed key hotel accounts throughout the Eastern U.S.

Job Duties:

- Developed relationships with corporate market for the company's thin client technology
- Delivered presentations of fully managed multimedia PC workstation solutions to hotel executives
- Penetrated hotel industry market through deployment of proprietary marketing systems
- Effectively documented and managed all sales activities through Salesforce.com

ELECTRONIC WORLD WIDE SYSTEMS, Milford, MI

2003-2004

Vice President of Sales Division

- Lead team of 9 account managers servicing the hospitality industry
- Performed financial planning and project budgeting, including cost analysis and product pricing
- Provided performance evaluations and reviews for all account managers

REPAIR TECHNOLOGIES, Pontiac, MI

2001-2003

Director, Sales Division

- Generated monthly sales of over \$2.5 million during the first 6 months of employment
- Increased company's profitability over 20% in the first 6 months of employment
- Recruited, hired, managed, and trained all sales staff within the company

EDUCATION AND TRAINING

CLEARY UNIVERSITY, Ann Arbor, MI ▪ Bachelor of Science ▪ Business Administration
Estimated graduation date of September 2011 (Current GPA 3.97)

OAKLAND COMMUNITY COLLEGE, Auburn Hills, MI ▪ Associates Degree ▪ 1984

Computer Skills: Microsoft Office Suite, Sales Force, Orion and other proprietary industry software