

**R A E**

**Professional Summary:** During my career in B2B Marketing, I have produced results by:

- creating productive sales strategies
- developing & penetrating new markets
- increasing revenues for both large & small companies, including **R.H. Donnelley, Professional Sports Publications (PSP) and Granite Telecommunications**
- maintaining long-term growth by providing innovative approaches & being dedicated to customer service to such clients as **Electronic Arts, Army National Guard & Yamaha Motor Sports**

**Experience**

**National Account Manager at Granite Telecommunications, LLC, NY, NY**

**2007-present**

Serve Fortune 1000 clients by reducing cost of, consolidating & streamlining their telecom services • Develop enterprise-level, custom voice & data solutions and present them to C-level executives • Plan & implement telecom solutions, from migration through post sale • built \$4M annual book of business • recipient of multiple “Salesperson of Month” awards

**Advertising Sales Director at Professional Sports Publications, Elmont, NY**

**2000-2006**

Sold advertising space to Fortune 500 companies in Major League Baseball, National Football League, National Basketball Assn., & National Hockey League Yearbooks & Gameday Programs • Built \$1M+ portfolio in annual revenue • Cross-sold clients into multiple markets & multiple sports • Trained new employees in all aspects of sales staff role

**Account Executive at RH Donnelley, New York, NY**

**1999-2000**

Marketed advertising solutions to existing and prospective Bell Atlantic (Verizon, post transition) Yellow Pages, Big Yellow Online & direct mail • Upgraded existing accounts & generated new business through consultative selling & custom presentations • Exceeded sales quotas by 15 percent • Mentored junior account reps product presentation, contact management & customer maintenance strategies

My early career included insurance sales with **Vytra Healthcare, Prudential Insurance, Chase Investment & Insurance Services.**

**Education**

University of Massachusetts, Amherst, MA  
Bachelor of Science – Sports Management