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in harnly-lyndsey-5726202

Skills

- People orientated, excellent listening skills
- Must have superior written and verbal communication skills
- Excellent analytical and presentation skills
- Excellent product knowledge
- Fluent English and Dutch
- A team player, who can work in a very busy team!

Reference

Vaninetti Reatha

Head of Sales
Snowmass Wholesale

📞 428-566-4379

✉️ r.vaninetti@salesjobsearches.com

Strebeck Nona

Head of Sales
Hartline Trading General

📞 645-432-9557

✉️ n.strebeck@salesjobsearches.com

Harnly Lyndsey

CIB Corporate Derivatives Sales Executive Director

Summary

I'm 38-old CIB Corporate Derivatives Sales Executive Director with over 11 years of experience in Excellent analytical and presentation skills , People orientated, excellent listening skills and Must have superior written and verbal communication skills. Certified in ITIL foundation certificate and equivalent knowledge and A certificate as a Project Management Professional (PMP). A team player, who can work in a very busy team!.

Expirience

CIB Corporate Derivatives Sales Executive Director Snowmass Wholesale , Schuyler, OR

2017 to Present

- Self-motivated and pro-active, used to working standalone in a matrix remote team environment
- Preferred previous involvement with Pre-sales, tendering, RFP processes and demo preparation
- Ensures the information is being communicated to all internal departments as well as guests and clients
- Conduct consultative one on one onsite presentations to educate prospective members on our services
- Identify and prioritize highest value creating activities that maximize ROI and Market share growth
- Achieve sales objective through sales to new customers in small/mid-market companies

Associate Sales Account Executive

Hartline Trading General , Crane Hill, AL

2014 – 2017

- Resolves issues and seeks growth opportunities at assigned National Fleet accounts
- The desire to be part of a fun yet hardworking team in a fast moving inspirational environment
- Must have ability to drive and own a vehicle for transportation to and from client meetings
- Builds up and manages pipeline of direct-led sales projects within the Autodesk M&E industries
- Bring a network of senior level contacts that can be leveraged to assist in prospecting and contacting target organizations

Senior Sales Executive Travel
Giuliano Sales Development , Belvidere, NJ

2013 – 2014

- Oversee, maintain and upgrade existing accounts to ensure ongoing client satisfaction
- Coordinate all orders of operational material, VM tools, packaging, press material,
- Serve as a primary source of Charter Communications information in retail outlet, including providing training to sales staff
- Demonstrated ability to work across cultures with internal teams and external clients
- To meet ambitious sales targets and develop JPMAM market share with the biggest regional investment writers

Mortgage Sales Executive
Mcgraph Sales , Hico, TX

2012 – 2013

- Develops and works a pipeline of potential customers' growth within existing base; produces accurate forecasts
- Motivate and manage customers within a given geographic area for a specific brand/product portfolio
- Sales Leadership – Strategic sales approach, creates value for clients and adds to the company's capabilities
- Identify prospects within his/her industry and develop new business relationships

Food & Beverage Sales Executive
Counded Exports , Ben Hur, VA

2008 – 2012

- Earn up to £500 per week, just in commission, which can then be doubled at the end of the month!
- Implement marketing programs to drive awareness and lead generation initiatives for both direct and influencer business
- Works with Application Engineers/Technical Sales Specialists to provide technical product information and/or demos
- Provide accurate information/reports to Head of Sales and Retail within agreed time scales

Education

Degree in Sales specialisation
University of Forest River, ND

2004 – 2008