**Account Executive Business Development**

**Location:**

[Chattanooga, TN](https://www.postjobfree.com/l/Chattanooga,-TN/resumes)

**Posted:**

September 05, 2023

[**Contact this candidate**](https://www.postjobfree.com/contact-candidate/adzhm2/account-executive-chattanooga-tn) [toki.starks@gmail.com](mailto:toki.starks%40gmail.com?subject=Account%20Executive%20Business%20Development)

[423-902-8490](tel:+1-423-902-8490)

**Resume:**

TS Toki Starks

Chattanooga, TN [\*\*\*\*\*](https://www.postjobfree.com/contact-candidate/adzhm2/account-executive-chattanooga-tn) [423-\*\*\*-\*\*\*\*](https://www.postjobfree.com/contact-candidate/adzhm2/account-executive-chattanooga-tn) adzhm2@r.postjobfree.com

PROFESSIONAL

SUMMARY

Results-oriented Senior Account Executive with experience in strengthening customer relationships and promoting company offerings. Strong active listening, communication, and persuasion/negotiation skills. History of meeting and exceeding sales objectives in assigned territory (exceeded sales goal by 35% during 2020- Covid shutdown) and utilizing/aligning proper resources to be successful. Adaptable and motivated by new challenges. Experience launching new products and services. Determined and effective in nurturing client relationships and building strategic relationships/ partnerships with customers and vendors, strong organizational skills, and time management. Experience in prospecting for new opportunities. Proactive and analytical thinking, proven business acumen. Experience working with clients throughout the entire life cycle of the deal and leveraging a CRM for all activity.

\*CNPR certificate number 707802023

SKILLS Leadership

Problem solving

Goals and Performance

Business Development and

Planning

Documentation

Business Operations

Manage client relationships /

Liaison

Brand Strategy

Flexible

Transferrable skills

Sales target monitoring

Product and service sales

Strategic selling

Prospecting skills

WORK HISTORY SENIOR ACCOUNT EXECUTIVE 04/2020 to CURRENT Edge Solutions Alpharetta, GA

Built and maintained relationships with customers by earning trust with customers on an individual level and also with the company unit as a whole.

Employed proactive and collaborative approaches to strengthen relationships and manage customer needs.

Worked with supply chain within my accounts to ensure policies and processes were handled successfully with end goal to improve customer and end user experience.

Strategically lead programs and collaborated with internal and external peers to help capture data and use that information productively. Sold new products and services and developed new accounts to maximize revenue potential.

Met with new customers to share product and service information, listen to needs and learn about business operations.

Networked at events and prospected for new customers with diverse strategies.

Maintained CRM reporting database by keeping account details updated, clear, and relevant.

Obtained pricing for deals, negotiated contracts, and solidified beneficial agreements.

Promoted company offerings to diverse customers with targeted and disciplined approach.

Originated new business transactions by incorporating expertise and value propositions.

SENIOR ACCOUNT EXECUTIVE 09/2016 to 01/2020

Ahead Atlanta, GA

Built and maintained relationships by earning trust with customers on an individual level and also with the company unit as a whole. Employed proactive and collaborative approaches to strengthen relationships and manage customer needs.

Articulate strategies and objectives externally with customers and internally with my engineers.

Coordinate auditing processes to ensure successful experience. Responsible for working closely with my customers to design and develop solutions to solve their business needs.

Worked with my customers employed within government agencies to manage program risks and assist with program messaging and training to ensure best practices in place and improve organizational efficiency. Sold new products and services and developed new accounts to maximize revenue potential.

Met with new customers to share product and service information, listen to needs and learn about business operations.

Networked at events and prospected for new customers with diverse strategies.

Analyzed key competitors to respond to competitive threats. Set and monitored sales targets and identified potential customers. Maintained CRM reporting database by keeping account details updated, clear and relevant.

REAL ESTATE AGENT 02/2013 to 10/2016

Berkshire Hathaway HomeServices Chattanooga, TN

Liaised between buyers and sellers to provide positive experiences for both parties.

Managed contracts, negotiations and all aspects of sales to finalize purchases and exceed customer expectations.

Marketed and sold property for clients by hosting open houses and advertising online and in print.

Maintained inventories and records of sales collaterals and closings. Communicated with clients to understand property needs and preferences. EDUCATION Bachelor of Science Education

Liberty University, Lynchburg, VA

Associate of Applied Science Business Administration Dalton State College, Dalton, GA