

Nick Johnson

Account Executive

Summary

Results-oriented and high energy Account Executive with proven ability in strategic sales planning and improving efficiency of sales-providing client leadership and motivation as well as high-performance marketing. Excellent interpersonal skills enabling the forging of strong partnerships and alliances. Extensive experience developing accounts, opening new markets, negotiating contracts, and increasing sales. Proven strength in building sales with a demonstrated reputation for establishing profitable relationships.

Work History

Account Executive

Tex-Mex Grills, Los Angeles, CA
January 2015 – March 2020

- Responsible for developing a pipeline of people by effectively implementing new worker training systems.
- Maintained customer base and grew market penetration through new customers' acquisition requirements.
- Analyzed target audiences, and researched industry data/market trends to implement effective campaigns.
- Implemented strategic sales plans in assigned territory; quickly responded to changing market conditions.
- Recognized market knowledge leader specializing in revenue maximization and client allegiance.
- Devised innovative sales strategies and solutions by developing and employing novel ways to deal with sales challenges and opportunities; considered facts, constraints, as well as competitive circumstances.
- Skilled in sales of advertising into accounts and in growing relationships within fast-paced businesses.

Operations Director

Cracker Barrel, Atlanta, GA
January 2007 – January 2015

- Opened 75+ restaurants, demonstrating excellence in management.
- Operated 65 restaurants in Southeast territory with 55 restaurants in GA, AL, MS, and FL. Grew sales rapidly to over \$80MM in revenue.
- Managed 6-8 area managers who were direct reports; led budget process for the entire business market.

Education

University of Georgia – Hospitality and Restaurant Management

Contact

Address

Los Angeles, CA, 92128

Phone

(317)-797-9365

E-mail

njohnson3204@gmail.com

Skills

Management Training

Business/Revenue Growth

Sales Management

Account Management

Strategic Planning

Vendor Relations

Team Leadership

Cost Controls

Budget Management

Business Development

Customer Service

Financial Management

Sales

Sales Management