



# CARRIE SMITH

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## Summary

Dynamic and results-oriented sales professional with 5 years of sales experience – demonstrating skills in leadership, sales management, and employee mentoring. Proven ability in utilizing a customer-first attitude as well as the leadership to drive sales and profitability (territory growth and development). Expertise at having the sales team build rapport with clients. Extensive management experience with strong decision-making, supervision, and leadership skills to create and/or update policies and procedures that IT and HR supports – interacting effectively with all other departments to achieve goals and initiatives of the enterprise.

## Skills

Graphic Design:	██████████
Microsoft Windows:	██████████
Microsoft Word:	██████████
Microsoft Excel:	██████████
Microsoft PowerPoint:	██████████

## Experience

### **Cross Country Services – Sunrise, FL Account Executive (2019 – Present)**

- Efficiently develop business and sell Cross Country Services to hotels, restaurants, resorts, and institutional establishments or individuals at sales office or customer’s place of business.
- Work with the sales team and proactively identify, qualify, and acquire new and lost business opportunities.
- Prospect and develop profitable new and lost customers using a systematic approach, including client potential and stratification. Successfully and professionally deliver presentations to qualified client accounts (\$10M+).

### **ACME Products – Miami, FL Sales Manager (2017 – 2019)**

- Efficiently managed the overall activities of the department (sales team of 20+), including the directing, advising, and managing of sales team subordinates to ensure strong team members and sales team performance.

### **Sunshine Timeshares – Orlando, FL Sales Leader (2014 – 2017)**

- Provided sales leadership in guiding strategic sales direction (122% to quota).
- Utilized sales experience and expertise in directing sales forecasting activities each quarter and setting sales team performance goals accordingly.

## Certifications

Certified in Adobe Illustrator

Certified in Adobe Creative Suite Applications

## Education

The Art Institute of Ft. Lauderdale – Ft. Lauderdale, FL

Associates in Science – 2020