

SALES AND ACCOUNT MANAGER – PRIMARY COSMETIC PACKAGING

As a sales and account manager in Cosmetics Packaging, I bring a track record successfully identifying and securing opportunities for placement of packaging components within Indie, Prestige, Mass Market and Direct to Consumer brands.

- **Met or exceeded sales quotas** every year in a 20+ year career focused on design and aesthetics.
- Developed unique highly lucrative proven methodology for identifying **high potential prospects**.
- **Cold called** hundreds of prospects, gaining substantial interest and new clients.
- **Possess network** of roughly 1,000 potential clients.
- **Drove retention and repeat business** by gaining trust and developing productive relationships.
- Created visual **digital marketing** approach that drove new business.
- Led presence at international and national **trade shows**, driving substantial additional revenue.

- | | | |
|------------|-----------------------------|--------------------|
| ▪ Sales | ▪ Pitches and presentations | ▪ Communications |
| ▪ Research | ▪ Operations/CRM | ▪ Customer Service |

PROFESSIONAL EXPERIENCE

CONSULTATIVE SALES AND ACCOUNTS MANAGER

February 2017 – June 2019

Synerpack, New York, NY *Late-stage startup beauty company offers stock and custom designed packaging.*

Hired to grow package design business via cold calling from Internet and trade industry sources.

- Grew client base across the US, from zero to over 20 secured accounts in less than two years.
 - Employed unique highly lucrative proven research-based methodology that successfully identified high-potential prospects.
 - Secured arranged visits with corporate Marketing and Procurement decision makers.
 - Pitched and won bids for brand name skin and hair care companies.
 - Led trade show presence
- Employed CRM expertise via Salesforce which helped close deals.
- Expertly offered plastic airless and atmospheric delivery system solutions.
- Held operational role as intermediary between sales director, factory and client.
 - Processed requests for quotes & die lines specifications.
 - Collaborated with teams on pre-production samples, packaging development and design.
 - Assisted in handling, cataloging, reviewing and routing transfer of key visuals, regulatory and certification documents (REACH, ISO9001).

DESIGNER & EVENTS CAPTAIN, SERVER CONTRACTOR**2014 – 2017**

Neuman's Kitchen, New York, NY *Events and Catering Company*.

- Promoted multiple levels from waiter/set-up crew to events captain.
- Designed and rendered conceptual food tabletop display units and hors d'oeuvre platters.
- Assisted in complete event set up within major venues to include Lincoln Center, The Highline, Metropolitan Library and Moynihan Station.

CONCEPT AND PRODUCT DESIGNER**2011 – 2014**

Performance Designed Products, Los Angeles, CA *#1 Video Game accessories company in North America*.

- Created conceptual designs for gaming, mobile and electronics; many went into production.
- Showcased design at CES Trade Show for gaming product that garnered favorable reviews.

SALES ASSOCIATE, DESIGNER CLOTHING**2005 to 2007**

Burberry, Beverly Hills, CA

SOLD THE ENTIRE INVENTORY LINE (LEFT COMPANY TO ATTEND UNIVERSITY).

- Exceeded sales quota.
- Received sales award for most sales generated in bespoke men's suit contest.

SALES ASSOCIATE, MENS CLOTHING**2003 to 2005**

Bloomingdales, Los Angeles CA

- Maintained or exceeded sales quota.
- Successfully cross-sold credit products.
- Built relationships and a client base that resulted in repeat business.

PRIOR TO 2003 – Sales roles at three companies and office manager position.

- Held sales associate roles at textile companies and printing house.

From LinkedIn recommendations: "genuine openness and easy-going attitude... forward thinking and positive attitude... creative talent with a passionate drive"

EDUCATION**OTIS COLLEGE OF ART AND DESIGN, LOS ANGELES, CA.**

Bachelor of Art, Product Design, 2011