

Kathleen Minettk

minetka@live.com

206) 713-8086

Outside Sales/Inside Sales/Account Executive

Position I Am Seeking: Outside Sales / Inside Sales / Account Executive

Background, Experience, & Education :

Seven+ Years Experience B2B Sales

Top Sales Recognition

Recruited to cover large geographic territory.

2008

Fast Signs, Bellevue, WA

Outside Sales Representative

Exceeded sales quotas through lead generation, prospecting and cold calling, networking.

Proven cold calling, relationship building skills.

Large Portfolio of Contacts.

Products Sold: Vast Marketing/Sign Product Lines.

2007

*LandAmerica Transnation Title Insurance Company

Outside Sales Representative

-Increased and grew sales by prospecting, cold calling.

-Within 60 days, contacted over 500 prospects in real estate and mortgage lending community.

-Proven cold calling, relationship building skills.

-Within 90 days increased market share by 79%.

2005 - 2006

*Wells Fargo Home Mortgage

Account Executive

-Inside/Outside Sales of broad-based lending products to Mortgage Brokers and Mortgage Bankers.

-Proven cold calling, relationship building skills.

-Consistent account growth, referral business.

2001 - 2005

*Stewart Title Insurance Company

Outside Sales Representative

-Grew Large Territory from 5 to 100+ Accounts.

-Top Sales Recognition.

-Increased market share by 200%.

-Proven cold calling, relationship building skills.

*Kelsey Baird Business School

-Advanced Sales Training

-Proficient Computer Skills