

Senior Products/Services Sales

Transforming business results through targeted sales and client relations excellence.

- Highly experienced, articulate, and results-focused Sales/Business Development professional with a demonstrated track record of leading aggressive multimillion-dollar sales, market penetration, and strong product knowledge.
- Demonstrate expertise in follow through of full-cycle sales, development of strong client relations, a reputation for integrity and honesty, and the ability to gain the trust of decision makers to influence key buying decisions through strong product knowledge and compelling presentations.
- Actively pursuing a Services/Sales opportunity with a world-class organization poised for exceptional growth. Skilled in providing integrity-driven sales negotiations that impacts positive bottom line results and lucrative business outcomes. Leverage natural leadership style ensuring achievement of revenue and territory growth.

SALES SUCCESS AND STRENGTHS

- Business Analysis Promoting Sales Improvements
- Multimillion-Dollar Territory Growth
- Full Cycle Sales Account Management
- Understand/ Navigate Competitive Landscape
- Identify/Capitalize Cross-Sales Opportunities

- Drive Market/Territory Growth
- Extremely Agile Sales Strategist
- Territory/Sales Leadership and Growth
- Prospect, Negotiate, and Penetrate New Accounts
- Monitor and Manage Sales Accounts

PROFESSIONAL EXPERIENCE

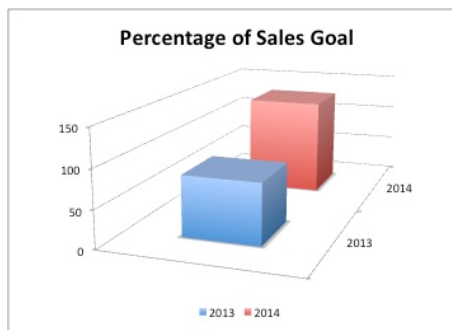
2010 to Present: First Data ■ Sales, PA

➔ Regional Sales Director (2014 to Present)

Leverage exceptional sales and territory expansion development for this industry- leading provider of provider of electronic commerce and payment solutions. Continue to grow the business through acquisition of new lucrative accounts at a rate of over 100 each month and over 800 annually. Utilize a personable, honest, and consultative sales approach that delivers product messaging and gains the buy in from key decision makers who trust and purchase into provided product knowledge.

KEY HIGHLIGHTS

- Effectively manages a team of 14 sales professionals engaged in the production of \$200MM in total annual revenue from a territory encompassing upstate New York, Pittsburgh, and portions of Pennsylvania bordering New York; leverages prior experience as a sales representative to strengthen relationships and serve as a mentor.
- Successfully screened, hired, and mentored over 8 new sales representatives, engaging in a rigorous training program incorporating ride-alongs with senior team members and hands-on instruction three days a week.
- Introduced strategic improvements to capture gains in revenue production, bringing a majority of the sales team from below 100% of goal to presently 130% of quota for the year.
- Tenacious in overseeing all phases of each sale including prospecting, key deal negotiations, account/territory penetration, contract discussions, profitability review, and post sales account service delivery.
- Delivers unsurpassed levels of quality customer service to small business accounts seeking solutions that span data processing, point of sale systems, and merchant payment processing.
- Assumes a lead role in the management of the company's relationship with First Niagara, a source of 70% of all qualified leads.





2010 to 2014: Business Consultant

Delivered strong revenue production throughout the Buffalo and Rochester markets, securing agreements with accounts that included Wendy's, minor league baseball teams, and the Buffalo Sabers NHL team, part of an overall record of success that encompassed 275 merchants in a year.

KEY HIGHLIGHTS

- Outstanding and exceptional performance, as indicated by the need to hire three team members to manage the territory after promotion to Regional Sales Director in 2014.
- Recognized as a member of the *President's Club* and a *Platinum Representative* for sales performance; recipient of the *Triple Diamond* and *Double Diamond* awards for sales of the most units for five consecutive years.

"Ann exhibits all the traits of a true leader. She never leads from the rear; she is always at the front lines. Ann's work ethic is only equaled by her desire to succeed while helping others reach their maximum potential. Ann has true purpose in what she does and is a valued asset to the First Data organization."

Mark P., Regional Director of Sales
First Data



2008 to 2010: TransFirst Merchant Services, Sales, PA

➔ Account Executive

Significant sales of credit card processing and merchant services throughout an extensive regional territory, capturing 200 new accounts.

- Sold premium and dependable service at premium prices to small through enterprise businesses including national accounts.
- Served as a trusted advisor and subject matter expert to commercial accounts seeking merchant solutions.



2006 to 2008: First Niagara Bank, Sales, PA

➔ Account Executive

Gained invaluable expertise in the merchant services industry at this leading provider of financial services. Solicited small to mid-size businesses for credit card processing and other programs designed to capture gains in efficiency and productivity in order fulfillment and sales.

- Established relationships of trust and confidence with a network of commercial clients through the provision of exceptional levels of customer service.

EARLY CAREER

Hurwitz & Fine Attorneys PC Limited, Sales, New Jersey — **Paralegal Intern**

EDUCATION

B.S., Paralegal Studies — Sales College, Sales, PA