

Yuritzzy Dewrell

Corporate Sales Manager

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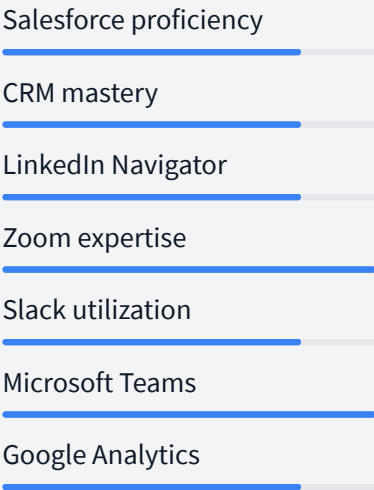
EDUCATION

Bachelor of Business Administration in Sales and Marketing at James Madison University, Harrisonburg, VA
Sep 2013 - May 2018
Relevant Coursework: Marketing Strategy, Consumer Behavior, Sales Management, Brand Management, Digital Marketing, Market Research, Advertising, Public Relations, Retail Management, and International Marketing.

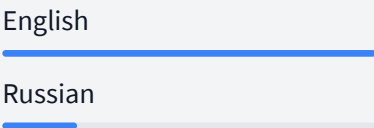
LINKS

[linkedin.com/in/yuritzzydewrell](https://www.linkedin.com/in/yuritzzydewrell)

SKILLS



LANGUAGES



HOBBIES

PROFILE

A Corporate Sales Manager with 5 years of experience in driving revenue growth, building strong client relationships, and leading high-performing teams. Proven expertise in developing and executing strategic sales plans, negotiating contracts, and managing key accounts in diverse industries. Adept at analyzing market trends and identifying new business opportunities to maximize sales potential. Demonstrated ability to consistently achieve and exceed sales targets while maintaining exceptional customer satisfaction. A results-driven and collaborative leader committed to fostering a positive and innovative sales culture.

EMPLOYMENT HISTORY

- **Corporate Sales Manager at Carahsoft Technology Corp., VA**
May 2023 - Present
 - Successfully secured a \$10 million government contract for Carahsoft Technology Corp. by leveraging strong relationships with key decision-makers and effectively showcasing the company's technology solutions.
 - Exceeded annual sales targets by 25% in 2018, generating over \$50 million in revenue and contributing significantly to the company's overall growth and profitability.
 - Led a team of 15 sales representatives and consistently achieved the highest team performance rating within the company, resulting in a 30% increase in team sales year-over-year.
 - Developed and implemented a comprehensive sales training program that increased new hire productivity by 40% within the first three months of employment, reducing ramp-up time and increasing overall sales effectiveness.
- **Assistant Corporate Sales Manager at Leidos, VA**
Sep 2018 - Mar 2023
 - Successfully exceeded annual sales targets by 35% in 2019, generating over \$5 million in revenue for Leidos, VA through strategic sales initiatives and effective client relationship management.
 - Implemented a new CRM system that streamlined the sales process, leading to a 20% increase in lead conversion and a 15% reduction in sales cycle time for the corporate sales team.
 - Developed and executed a comprehensive sales training program for new hires, resulting in a 25% increase in overall team performance and contributing to a 10% growth in company revenue within one year.
 - Launched a targeted marketing campaign that led to the acquisition of 50 new corporate clients in 2018, expanding the company's market share by 12% and increasing annual revenue by \$2 million.

CERTIFICATES

Certified Sales Leadership Professional (CSLP)
Sep 2021

Certified Strategic Account Manager (CSAM)
May 2020