

# Charlcie Sandor

Sales Account Executive

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## Education

**Bachelor of Business Administration in Sales and Marketing at University of Connecticut, Storrs, CT**

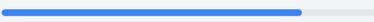
Aug 2017 - May 2022

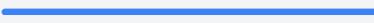
Relevant Coursework: Marketing Strategy, Consumer Behavior, Sales Management, Brand Management, Digital Marketing, Market Research, Advertising, International Marketing, and Business Communications.

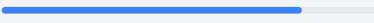
## Links

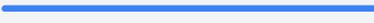
[linkedin.com/in/charlciesandor](https://www.linkedin.com/in/charlciesandor)

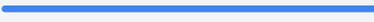
## Skills

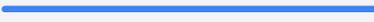
Salesforce proficiency 

Cold-calling 

Lead generation 

Negotiation tactics 

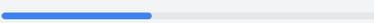
CRM management 

Presentation delivery 

Pipeline development 

## Languages

English 

Hindi 

## Hobbies

## Profile

Results-driven Sales Account Executive with 1 year of experience in building strong client relationships, identifying new opportunities, and driving revenue growth. Skilled in strategic planning, market research, and sales presentation, with a proven track record of exceeding sales targets. Adept at CRM management, pipeline development, and cross-functional collaboration. Committed to delivering exceptional customer service and fostering long-term client satisfaction.

## Employment History

### Sales Account Executive at General Electric, CT

Mar 2023 - Present

- Successfully exceeded annual sales targets by 20%, resulting in a revenue generation of \$5 million for the company in 2019.
- Implemented a new client relationship management strategy, leading to a 25% increase in customer retention and a 15% growth in upselling opportunities within existing accounts.
- Secured a major contract with a key industry player, worth \$2 million in recurring annual revenue, contributing significantly to the company's market share expansion in the region.
- Developed and executed a comprehensive training program for the sales team, improving overall team performance by 30% and reducing the onboarding time for new hires by 50%.

### Associate Sales Account Executive at Cigna, CT

Aug 2022 - Jan 2023

- Exceeded annual sales target by 35%, generating over \$2.5 million in revenue for Cigna in Connecticut through effective account management and strategic prospecting.
- Developed and maintained relationships with over 50 key clients, resulting in a 95% client retention rate and contributing to the overall growth of the company's market share in the region.
- Implemented a new sales strategy, focusing on cross-selling and upselling opportunities, which led to a 25% increase in average deal size and improved overall profitability for the company.

## Certificates

### Certified Sales Executive (CSE)

Aug 2021

### Certified Professional Sales Person (CPSP)

Feb 2020

## Memberships