




Tereasa Mcsweeny

Wholesale Account Executive

Results-driven Wholesale Account Executive with 2 years of experience in cultivating strong relationships, expanding business opportunities, and consistently surpassing sales targets. Demonstrated expertise in product knowledge, market research, and client relationship management. Adept at identifying customer needs and delivering tailored solutions. Proven ability to design and implement effective sales strategies to drive growth and increase market share. Committed to exceptional customer service and fostering long-term partnerships with clients, suppliers, and internal teams.

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Education

**Bachelor of Business
Administration in Sales and
Marketing at University of
Maryland, College Park, MD**
Aug 2017 - May 2021

Relevant Coursework:
Marketing Management,
Consumer Behavior,
Sales Strategies, Digital
Marketing, Market Research,
Advertising and Promotion,
Brand Management,
Product Development, and
International Marketing.

Links

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

Skills



Employment History

Wholesale Account Executive at Federal National Commercial Credit, MD

May 2023 - Present

- Successfully expanded the company's client base by 35% within the first year of joining, resulting in a 25% increase in revenue for the wholesale division.
- Established and maintained strong relationships with over 100 key clients, leading to a 90% retention rate and an additional \$5 million in annual revenue.
- Developed and implemented a streamlined onboarding process for new accounts, reducing the average time to close a deal by 40% and increasing overall team efficiency.

Associate Wholesale Account Executive at Capital Bank N.A., MD

Aug 2021 - Mar 2023

- Successfully increased the wholesale loan portfolio by 35% within one year, resulting in over \$50 million in new business for Capital Bank N.A., MD.
- Streamlined the account management process, reducing client onboarding time by 25% and improving overall customer satisfaction by 15%.
- Developed and maintained relationships with over 100 key clients, contributing to a 20% increase in referral business and consistently exceeding quarterly sales targets by at least 10%.

Certificates

Certified Wholesale Account Executive (CWAE)

Jan 2022

National Association of Wholesaler-Distributors Certified Professional (NAWDCP)

Sep 2020

Memberships

National Association of Wholesaler-Distributors (NAW)