

## ABOUT ME

Results-oriented sales & customer success expert experienced in account management. Proficient in service before, during, and after the sale. Able to increase business through hands-on attention to customer needs and challenges, with strong follow-through and problem solving.

## CONTACT

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Bonita Springs, FL



## EDUCATION

 **FLORIDA GULF COAST UNIVERSITY**

B.S. Business  
Management  
2005-2009

# NINA CORRENTI

## EXPERIENCE

### ACCOUNT MANAGER

OSG, Inc.

2021-Present

- Translates client's business goals into outcomes, building a process that aligns with their needs.
- Drive customer on-boarding and implementation.
- Identify new business opportunities through up-selling and training tools.
- Manages cross-functional projects with attention to detail.
- Client advocate, focusing on improving client's overall experience.
- Build and strengthen relationships with new and existing accounts to drive revenue growth.

### REGIONAL SALES DIRECTOR

Cathedral Corporation

2019-2021

- Was proactive in lead generation, follow up, acquisition, up selling, and supervising project implementation.
- Fostered strong client relationships, with timely and positive response, and solutions focused mindset.
- Advised clients on development plans including marketing strategies, communication to customers and project timelines.
- Conducted regular presentations to current clients and prospects with success in cultivating new sales and increased revenue.
- Analyzed results of marketing campaigns to determine ROI and revise approach if necessary.
- Transitioned 75% of client base from previous company to current company.
- Closed over \$1 million in revenue in 2020.

### ACCOUNT EXECUTIVE/SENIOR PARTNER

Southwest Direct, Inc.

2016-2019

- Oversaw multiple projects and operated effectively in a team environment.
- Acted as true extension of client's business, providing value-added outsourcing services to non-profits and state and county government.
- Strategized fundraising and communication through direct mail and related development projects while ensuring clients successfully stick to campaign timelines, budgets and project parameters.
- Was responsible for new sales, and growing existing accounts of 150+ clients

- More than doubled individual sales in year two at \$700k in annual revenue, compared to \$275k in year one.
- Worked with company officers on strategic management, ensuring effective operational and financial procedures are in place.

## CLIENT SUCCESS & PROJECT MANAGER

Southwest Direct, Inc.

*2011-2016*

- Engaged regularly with clients, being proactive and creating strong partnerships.
- Coordinated multiple projects working simultaneously with customers, sales department, and production under deadlines.
- On-boarded over 100 new clients and projects, anticipating needs of each customer with strong attention to detail.
- Organized account records including executing marketing strategies, estimating, writing job orders, proofreading samples, invoicing, and tracking inventory.
- Worked effectively as a team with all departments including sales, graphics, IT, and production.
- Managed project schedule and resources to ensure that all commitments are within budget and adhere to company requirements and branding.

## ADMINISTRATIVE ASSISTANT

Southwest Direct, Inc.

*2010-2011*