**Sabrina Mendez**

**Summary**

Award-winning Sales Representative with track record of exceeding sales quotas. Successful in new account acquisition and growing existing account revenue. Seeking B2B software sales position with an industry leader.

**Education and Certifications**

Bachelor of Science: Kinesiology / Exercise Physiology

University of Michigan - Ann Arbor, MI

Graduated Magna cum Laude

**Professional Experience**

**Ecologi**

**10/2022 - Current**

**Software Sales - Account Executive**

* Executed full sales cycle including qualifying opportunities, strategic outreach, creating value based on customer needs through discovery calls, presenting platform demos of climate crisis solutions via Zoom, and negotiating contracts and closing sales.
* Facilitated funding of global tree planting and verified carbon reduction projects. Grew annual recurring revenue winning new and expansion business to meet quarterly and annual goals.
* Collaborated with marketing, legal, product, solution engineers, and customer success teams to deliver a unified positive customer experience.
* Maintained an accurate CRM with information across the sales lifecycle including past events, planned tasks, relevant customer details, and sales revenue forecasts.

**CarNow**

**09/2018 - 09/2022**

**Software Sales - Account Executive**

* Sold custom digital retailing and chat/text SaaS solutions/software platforms to automotive dealerships and large dealer groups via in-person and virtual demo presentations to C-Suite Executives.
* Used consultative sales approach to understand and meet customer needs.
* Consistently exceeded monthly sales goals, closed new business and upsold current customers.
* Secured and grew 130 accounts in assigned region, met annual sales goals of $1million.
* Managed business development initiatives by developing impactful customer relationships.
* Serviced existing accounts on regular basis to maximize revenue, provided on-site product consultation and software training.

**Affinitiv Inc.**

**10/2016 - 08/2018**

**Software Sales - Account Executive**

* Developed new business opportunities, sold SaaS solutions to automotive dealerships and large dealer groups through cold calling, prospecting, and presenting custom digital advertising and marketing campaigns.
* Established relationships with key decision-makers to promote growth and retention.
* Applied consultative selling techniques to prospect senior management to close business.
* Consistently exceeded monthly sales quotas.

**Target Media Partners**

**04/2013 - 10/2016**

**Digital Advertising - Account Executive**

* Sold and created custom digital and print advertising/marketing solutions to automotive dealer groups.
* Consistently achieved or surpassed quotas by building strong client relationships.
* 2017-Ranked in top 10% nationwide for sales of both newly launched and established digital products.
* 2016- Ranked #1 sales representative in Southeast.
* 2015- Highest annual client retention in region.
* 2014- Increased annual sales from $250,000 to $800,000 within first year

**Health Solutions**

**06/2008 - 03/2013**

**Health & Wellness Coach**

* Sold, designed, and implemented individual and corporate health programs.
* Educated clients in exercise, nutrition, sleep, and stress reduction for optimal health.
* Created and managed successful health consulting business.
* Developed and executed innovative marketing and promotion strategies to expand clientele and increase sales.
* Established rapport with various community health professionals to build strong referral base.
* Coordinated efforts with primary care physicians, cardiologists, and physical therapists to optimize client health.
* Planned and implemented promotional sales presentations in variety of medical settings.