# justin chabrier

### summary

Business-minded Senior Sales Representative with an aptitude for departmental leadership. Exemplary strategy development and client service skills. Offering 10+ years of experience in expanding networks through sales acumen and SaaS selling expertise.

### skills

#### SaaS

#### Product and Service Sales

#### B2B and B2C sales

#### Lead Generation

#### Customer Needs Assessment

#### Territory Sales

#### Client Acquisition Strategies

#### Database Administration

#### Training and Development

#### Salesforce Reporting

### professional experience

**NEARPOD 04/2017 – 01/2024**

**Account Executive 01/2020 – 01/2024**

#### Utilized CRM to collect, organize and manage sales data and customer information.

#### Attended various education technology conferences to identify sales opportunities, build relationships, and network.

#### Build relationships with key decision-makers to identify opportunities and develop solutions to deliver sales results.

#### Studied and researched competitive landscape and emerging technologies to position brand in marketplace.

#### 100% quota attainment in multiple years

#### Year 2021 175% quota attainment; Year 2022 125% quota attainment

#### In the Top 5 sales reps in multiple years

#### Managed a multi-state territory

#### Create in depth territory plan highlighting key targets and pathways to specified goals

#### 2x - 3x Pipeline generation through email campaign, calling campaign and networking strategies.

**Senior Business Development Representative 04/2017 – 01/2020**

#### Exceeding sales goals using consultative sales talents and effectively explaining programs and services to generate interest.

#### Managing Sales development strategies in Territories such as Florida, Texas, Illinois, Georgia.

#### Helping to create a specialized grass roots email campaign that allowed our sales reps to generate high quality district level conversations.

#### Cultivated long-term relationships with clients to accurately quote prices and terms that achieved customer objectives.

#### Cross-sold additional products and services to purchasing customers.

#### Leveraged trends in customer industries and marketplaces to shape value-added solutions and approaches for key audiences.

**V&V FURNITURE DESIGN 09/2015 – 04/2017**

**Business Development Executive**

#### Marketed and developed key accounts by favorably representing company at membership and community functions.

#### Delivered performance updates, quarterly business reviews and planning meetings.

#### Collaborated with other corporate departments to develop effective business strategies.

**WELCO-HEALTH 06/2014 – 07/2015**

**Inside Sales Executive**

#### Reviewed customers' products, advertising history and business to identify effective advertising solutions.

#### Exceeded department expectations for productivity and accuracy levels by +110%.

#### Identified new customer opportunities through careful study of advertising markets.

**NORDSTROM 02/2012 – 05/2014**

**Retail Sales Consultant**

#### Provided every customer with professional and polite support for sales and service needs.

#### Identified the demand for service offerings through needs assessments.

#### Managed deposits, financial transactions, and business inventory.

### edcuation

**BROWARD COLLEGE**

**Information Technology**