



Britney Houston, Corporate Sales Manager

LOS ANGELES, CA 90291, UNITED STATES · britney@email.com

DETAILS

1515 Pacific Ave
Los Angeles, CA 90291,
United States

DATE / PLACE OF BIRTH

San Antonio

NATIONALITY

American

DRIVING LICENSE

Full

LINKS

[Twitter](#)

[Instagram](#)

[Facebook](#)

[Linkedin](#)

SKILLS

Business Development

Networking

Group Sales

Market Analysis

Research

Big Data Analytics

LANGUAGES

English

Mandarin

Spanish

PROFILE

Experienced Corporate Sales Manager with ten years' global experience within the international travel sector with a focus to improve sales turnover and positively impact company revenue. Was instrumental in increasing quarterly sales performance by 30% during the last six months, and leadership tenure is back by an MBA and numerous diplomas in coaching and training.

EMPLOYMENT HISTORY

Corporate Sales Manager, PQS Travel Group

Aug 2015 – Mar 2019, Evanston, IL

Achieved over \$335,000 in the first quarter of 2015 by increasing new group sales in the Mid-West region.

- Responsible for securing business for corporate business transient and group markets by maintaining top accounts, and implementing strategic solicitation and relationship methods to achieve goals.
- Conduct performance reviews.
- Develop and train account managers to secure long-term contracts with leading original equipment manufacturers and improve customer retention.
- Achieve double-digit margins and increase revenues to \$400 million annually with leading government agencies.
- Manage regional corporate accounts in the New England Area of more than \$100k each.
- Develop training plans and career paths for subordinates.
- Collaborate with internal stakeholders such as finance and HR departments regarding budgets and recruitment needs.

Assistant Global Business Development Manager, Trans Atlantic Travel Group

May 2011 – Jun 2015, Cleveland, OH

Sales performance increased by 20% following the implementation 6-month sales consultant exchange programs to company locations abroad.

- Take responsibility for developing Individual Travel Accounts through extensive cold-calling, industry networking, and below the line sales strategies.
- Oversee all sales activities related to booking, coordination and customer follow-up for groups requiring bulk reservations of between 50 and 100 at a time.
- Contribute significantly to Food & Beverage revenues by facilitating and promoting effective upselling.
- Acquire knowledge of competition, as well as industry trends.
- Cultivate relationships with prospective new clients by introducing sales consultants to them

Senior Technical Sales Consultant, Bricks and Build Engineering Products

Nov 2009 – Apr 2011, Milwaukee, WI

Cultivated over \$550,000 in new account sales within 18 months.

- Build creative sales strategies to increase customer satisfaction and attain business sales goals.
- Conduct reviews of departmental sales performance and compare these against expected targets to identify areas for improvement.
- Convey overall sales performance levels to executive management and submit solution proposals for approval.
- Use analytics to populate data sets and compile reports on daily/weekly/monthly/quarterly performance to submit to executive management.

Executive Sales Consultant, Engineering Construct

Aug 2008 – Sep 2009, Traverse City, MI

Increased the engineering sales market by 40% in 2008/2009, securing group programs with top companies in the construction and building sectors.

- Actively involved in research efforts to identify new marketing strategies, business opportunities and the performance of competitors
- Track overall sales activities and allocate resources in sales areas that require additional sales consultants to handle the sudden influx of new business.
- Participate in trade shows, sales workshops, sales seminars, and events on behalf of the business to increase visibility.
- Stay on top of new trends and innovation within the industry.
- Continuously network by staying an active member of relevant industry bodies locally and internationally where applicable.

EDUCATION

Harvard University, Masters in Business Administration

Jan 2019 – Present, Cambridge, MA

University of Denver, Bachelor Degree in Sales and Marketing

Mar 2012 – Mar 2014, Denver, CO

COURSES

Certified Sales Professional (CSP), Mref Institute Denver, CO

2013

Advanced Diploma in Leadership Strategies, Northwestern Kellogg Institute, Evanston, IL

Mar 2019 – Present