



Britney Houston

Corporate Sales Manager

Info

Address

1515 Pacific Ave, Los Angeles, CA 90291, United States

Email

britney@email.com

Place of birth

San Antonio

Driving license

Full

Nationality

American

Links

[Twitter](#)

[Instagram](#)

[Facebook](#)

[Linkedin](#)

Skills

Business Development



Networking



Group Sales



Market Analysis



Research



Big Data Analytics



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.

Languages

English



Mandarin



Spanish




French



- 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