

Confidential Resume of

Allah E. Brown

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National Sales Manager/ Inside Sales Manager/ Senior Account Executive
Strategic Planning • High-level Customer Service • Staff Development & Training •
Sales / Sales Support • Administrative Assistance • Contract Negotiations •
Compliance • Corporate Communications

Energetic, motivated account executive and business operations leader with technical prowess, highly developed communications and negotiations skills, and progressive success driving a high performance organization to optimal operating and profit generating status. Innovative, resourceful and inventive team player and thought leader adept at taking quantifiable risks to leverage strategic advantages and eclipse the competition. I am exceptional at relationship building.

CAREER TRACK

NATIONAL SALES MANAGER

2019 – PRESENT

VANGUARD PROMOTIONS

Charlotte, NC

I introduced innovative ways to sell an influential product line to major school districts across the country. Helped create and enforce comprehensive training program that was the catalyst for sales growth year over year. Instructed new sales representatives on key ways to establish a sales base and begin developing relationships with key accounts.

- Grew annual sales from \$3.1 million to \$4.9 Million in first 6 months in position
- Created a full comprehensive 6-Month training program with KPI based incentives that fueled morale and sales.
- Helped raise the departments Average Sale by 9.3% by introducing new Cross Selling strategies.
- Responsible for developing new hires on product knowledge and methods of selling.
- Helped scale a sales force from 2 to 10 sales executives and 2 sales assistants.
- Increased profitability of trade shows and conferences while representing the brand and creating new ways to follow up with prospects from shows.

REGIONAL SALES MANAGER

2012 – 2018

POSITIVE PROMOTIONS
Hauppauge, New York

I introduced innovative ways to sell an influential product line to major school districts across the country. Helped create and enforce scripts that was the catalyst for sales growth year over year. Instructed new sales representatives on key ways to establish a sales base and begin developing relationships with key accounts.

- Grew base an unprecedented 20% Year Over Year in the inaugural year of account management
- Created a Standard Script Grading Adherence and trained other Supervisors on how to grade sales calls.
- Helped raise the departments Average Sale by 16.4% by introducing new Cross Selling strategies.
- Responsible for developing new hires on product knowledge and methods of selling.
- Led a sales team of 14 Account Managers to highest gross revenue in the history of the company.
- Coordinated presentations for trade shows, conferences, and Expo's in the education field. I also did presentations at these shows.

SALES SUPERVISOR AND TRAINER
2009 – 2012

NEW VITALITY VITAMIN CORPORATION Farmingdale, New York

I helped Optimized the efficiency of the staff to get the best result from each customer by introducing new methods of selling and cross-selling. I expressed the importance of Product Knowledge and customer rapport which are the most important factors of creating a long term relationship.

- Responsible for developing new hires on product knowledge and methods of selling.
- Developed a more savvy approach by writing a new script equipped with effective rebuttals.
- Helped raise the departments Average Sale by 32.4% by introducing new Cross Selling strategies.
- Averaged Total Monthly revenue of \$30,000 during peak season and \$24,000 during the offseason.
- Cultivated and Monitored new Hires and gave assistance when needed.

ACCOUNT EXECUTIVE

2005 – 2009

THE CARMOON GROUP, LTD. Hempstead, New York

Combine world-class customer service with innovative thinking to spawn an advantage on the competition, while creating an exceptional quantity of new business accounts.

Optimize a mundane book of business by creating a system to provide options for the cross-selling of products.

- Responsible for the new business, renewal, cancelled, and cross-selling quotations on all personal lines accounts and Assisting the Senior Commercial Lines Account Executive with the issuance of Certificates of Insurance and Binders
- Processed all endorsements, cancellations, premium finance agreements, and new business applications in the Applied Systems agency management application (TAM).
- Wrote an average Annual Written Premium of \$600,000 in both Personal Lines and Commercial Lines
- Responsible for interviewing and training new hires for the sales and telemarketing staff.

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LEARNING CREDENTIALS

BACHELORS OF BUSINESS ADMINISTRATION IN MANAGEMENT – Adelphi University
New York State Life, Accident, and Health Broker’s License
New York State Property and Casualty Broker’s License (Expired)

COMPUTER COMPETENCIES

Windows Professional Office Suite • Microsoft Excel • Microsoft Access
Microsoft PowerPoint • Microsoft Outlook • Applied Systems • Clickpoint SalesExec •
SalesForce.com

ORGANIZATIONS & ASSOCIATIONS

Vice-President – Youth Empowerment Institute
Member – Adelphi Alumni Association
Cabarrus Regional Chamber of Commerce

REFERENCES AND FURTHER DATA PROVIDED UPON
ESTABLISHMENT OF MUTUAL INTEREST