

MARK BENITEZ

PROFESSIONAL SUMMARY

An experienced sales, sales operations and management professional with a broad range knowledge in multi-location sales management, channel management and customer care. Ability to drive performance to achieve company objectives through business acumen, motivation, personal and employee development and quota management. Influential business partner among clients with a history of solution selling to enhance business value. A self-starter, team player who thrives in dynamic work environment, is adaptable to change to ensure successful execution of organizational goals and plans. Proficient supervisory experience in people and department management, solution implementation, and project management with a proven record of accomplishments.

SKILLS

- Negotiation
- Sales Dedication
- Business consultant
- Business Development
- Sales Strategies
- Motivation

WORK HISTORY

06/2021 to Current

Realtor

Rankin Realty – Louisville, KY

- Contributed to the success of the real estate agency by consistently meeting or exceeding sales targets.
- Compared recently sold area properties to determine competitive market prices.
- Presented purchase offers to sellers for consideration.
- Developed and presented proposals to clients to raise awareness of potential real estate investments.
- Developed new business and managed new and existing clients.
- Managed contracts, negotiations, and all aspects of sales to finalize purchases and exceed customer expectations.

06/2022 to Current

Soccer Coach

LouCity Academy – Louisville, Ky

- Established individual goals and monitored player performance to support achievement.
- Adopted soccer strategies and tactics to maximize team potential.
- Evaluated players' performance and provided constructive feedback to improve abilities.
- Improved player behavior through modeling and disciplinary interventions.

- Fostered a safe, positive environment for players to grow both athletically and personally through mentoring efforts.

06/2015 to Current **Soccer Coach**

Ballard High School – Louisville, KY

- Evaluated players' performance and provided constructive feedback to improve abilities.
- Improved player behavior through modeling and disciplinary interventions.
- Assisted in academic support initiatives for student-athletes to maintain eligibility requirements while excelling in their studies.
- Established individual goals and monitored player performance to support achievement.
- Facilitated team building activities and workshops to improve communication, collaboration and productivity.

01/2022 to 12/2023 **Account Executive**

ABS Communication – Louisville, KY

- Conducted integrated sales presentations to illustrate value of product or service and tailor call-to-action.
- Served customers with knowledgeable, friendly support at every stage of shopping and purchasing.
- Built relationships with customers and community to promote long term business growth.
- Negotiated contracts successfully, securing favorable terms for both the company and clients.
- Met with customers to discuss and ascertain needs, tailor solutions and close deals.
- Fostered lasting relationships with customers through effective communication and quick response, resulting in long-term loyalty and expanded client base.

12/1993 to 12/2021 **Client Solution Executive**

AT&T – Louisville, KY

- Established a strong understanding of each client's industry landscape in order to provide informed recommendations on products/services that aligned with their unique needs and goals.
- Supported client's team as point-of-contact for questions and concerns and assisted with high-level projects, meetings, and presentations.
- Promoted high level of customer satisfaction using strong relationship-building skills, consistent follow-up and prompt issue resolution.
- Identified, contacted and cultivated relationships with potential clients, bringing in new business annually.
- Consistently exceeded new sales growth quotas for voice and data networks as well as mobility services.
- Serviced existing accounts on regular basis to maximize revenue.

EDUCATION

05/1992

Bachelor of Arts: Business Administration And Management
Bellarmino University - Louisville, KY