

United Stationers:
Enabling our Partners to Succeed
TheCaseSolutions.com

Getting to know your new Associate Client Partner

TheCaseSolutions.com

Work History and Accomplishments

TheCaseSolutions.com

Why am I great fit?

- Tenacious & Ambitious
- Solution Focused
- Communication Skills
- Results Driven
- Organization Skills
- Leadership Skills
- Fast Learner

TheCaseSolutions.com

Keys to become a successful Associate Client Partner

My goals:

- Learn Quickly
- Surpass Performance Expectations
- Become a Mentor
- Collaborate with Others

My plans:

- Utilize All Resources
- Request Feedback
- Active Learning
- Be Coachable
- Seek Creative Solutions

TheCaseSolutions.com

Associate Client Partner

The Associate Client Partner works in collaborative partnership with multiple clients to resolve and drive overall efficiency. The Associate Client Partner has a successful track record in their role, demonstrating a proven ability to deliver results. This position is an excellent opportunity for a highly motivated, self-starter who is committed to driving results and exceeding expectations.

Performance Measures:

- Client Contact
- Understanding of Services and Products
- Account Retention and Growth

Traits of an Associate Client Partner:

- Strategic and Driven
- Self-motivated & Proactive
- Solution Focused
- Coachable
- Strong Communication Skills
- Results Driven

TheCaseSolutions.com

Gartner®

Gartner, Inc. is the world's leading information technology research and advisory company. Delivering the technology-related insight necessary to make the right decisions, every day.

- Unbiased Technology Research
- Contract Review
- Peer Networking
- Consulting

TheCaseSolutions.com



United Stationers:
Enabling our Partners to Succeed

TheCaseSolutions.com



Gartner®

Gartner, Inc. is the world's leading information technology research and advisory company. Delivering the technology-related insight necessary to make the right decisions, every day.

- Unbiased Technology Research
- Contract Review
- Peer Networking
- Consulting

TheCaseSolutions.com

Associate Client Partner

The Associate Client Partner works in a collaborative partnership with multiple Account Executives and clients around the country. The Associate Client Partner has a committed focus on client retention while sales counterparts focus on growth. This dynamic team model ensures the largest clients are effectively served and that the entire account team overachieves monthly forecasts and annual quota.

Performance Success:

- Client Contact
- Utilization of Services and Products
- Account Retention and Growth

Traits of an Associate Client Partner:

- Motivated and Driven
- Intellectual Curiosity
- Solutions Focused
- Coachable
- Prioritization Skills
- Results-Driven

TheCaseSolutions.com



Getting to know your new Associate Client Partner

Hobbies and Interests

Sports and coaching my son's T-ball team



A wide variety of music



Traveling, especially to Michigan



My Motivations

Personal:



Professional:



TheCaseSolutions.com

Work History and Accomplishments

Sales Account Executive

- Continuously exceed department average closing percentage by 10% month over month
- Ranked #1 in sales within the company
- Developed and managed a communication tracking system that was integrated into each team members KPI's

What made me successful:

- Developed quality rapport and asked second level questions to learn about each customer's value system
- Setting aside 30-60 minutes each morning to create a fluid task list
- Asked for and received constant feedback from leadership, coworkers, and customers

Director of Marketing at Inspection Xpress

- Developed and expanded territory through prospecting and lead generation, increasing customer base
- Developed and maintained relationships with potential and existing customers through email and personal contact
- Coordinated with the key players in real estate offices to hold sponsored breakfast/lunch presentations about our company, usually during the monthly sales meeting.
- Lead representative at trade shows

What made me successful:

- Created and maintained a daily and weekly route
- Created individually tailored proposals by developing rapport and adding value through solutions

Account Sales Manager at Sherriff Goslin Roofing

- Developed business in 2 new territories and increased business by 50%
- Awarded 4 "Sales Rookie of the Month" Awards
- Set sales records for first year associates

What made me successful:

- Shadowed Sales Manager that had been in business for 20+ years
- Worked on site with roofing crews to thoroughly know the product I was selling
- Created a canvassing system for maximum efficiency

TheCaseSolutions.com

Why am I great fit?

- Tenacious & Ambitious
- Solution Focused
- Communication Skills
- Results Driven
- Organization Skills
- Leadership skills
- Fast Learner

TheCaseSolutions.com

***Keys to become a
successful Associate Client
Partner***

My goals:

- Learn Quickly
- Surpass Performance Expectations
- Become a Mentor
- Collaborate with Others

My plans:

- Utilize All Resources
- Request Feedback
- Active Learning
- Be Coachable
- Seek Creative Solutions

TheCaseSolutions.com



Thank you so much for taking the
time to meet with me today.

I hope that we will be working
together soon!

TheCaseSolutions.com