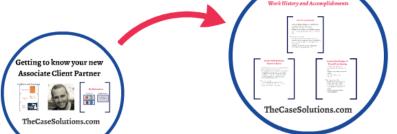
United Stationers: Enabling our Partners to Succeed

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# **Associate Client Partner**

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# 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

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# Why am I great fit?

- Tenacious & Ambitions
  Solution Recursed
  Communication Skills
  Revalus Drives
  Ovganization Skills
  Leadership skills
  Fast Learner
  Fast Learner
  Tenacion Skills
  Fast Learner

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## Keys to become a successful Associate Client Partner

# My goals: • Learn Quickly

- · Surpass Performance Expectations
- · Become a Mentos
- My plans Utilize All Resources Request Foodback
   Active Learning
   Be Crachable



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# **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:

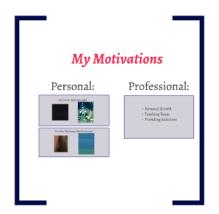
- · Motivated and Driven
- Intellectual Curiosity
- · Solutions Focused
- Coachable
- · Prioritization Skills
- Results-Driven



# Getting to know your new Associate Client Partner







# 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

- · 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
- · 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

- 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
- · 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
- Created a canvasing system for maximum efficiency

# Why am I great fit?

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

# 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

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

I hope that we will be working together soon!