

Lesa McKinney

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PROFESSIONAL SUMMARY

Results-oriented, customer focused, highly organized with excellent communication and problem-solving abilities. Offering several years of experience in fast-paced environments. Currently, selling Refrigeration equipment to meet the growing C-Store industry needs.

SKILLS

- Business growth and retention
- Progress Reporting
- Business Planning
- Sales presentations
- Strategic account development
- New Business Development
- Solution selling
- National accounts management
- Product and service sales

WORK HISTORY

SALES REPRESENTATIVE | 05/2022 to Current

ConvenienceWorks by Hussmann

NATIONAL ACCOUNT MANAGER | 05/2018 to 05/2022

Climate Pros LLC - Glendale Heights, IL

- Grew the Annual Revenue from \$4.7M to \$13M, in 2 years, providing service for one of the fastest growing Grocery chains.
- Increased service locations from 60 to 350, in 2 years, for one of the fastest growing Grocery chains.
- Managed needs of more than 10 customers at once using strong prioritization and multitasking abilities.
- Negotiated contracts and closed sales with new and existing clients.
- Increased sales by offering additional services that would boost efficiency and equipment longevity.
- Improved bottom-line profitability by growing customer base and capitalizing on upsell opportunities.
- Expanded customer base by identifying needs, developing solutions, and delivering client-centered services.

- Maintained extensive knowledge of company products and services to provide top-notch expertise to customers.
- Efficiently resolved sales, service, and account issues to maximize customer satisfaction.

ACCOUNT MANAGER | 08/2006 to 10/2010

AmeriFleet Transportation - Alpharetta, GA

- Developed and maintained strong working relationships with the pharmaceutical professionals within assigned territory.
- Maintained responsibility of services, large scale projects, communication, achieving strict timelines and reporting all account details.
- Collaborated with business development managers in partner planning process to develop mutual performance objectives and critical milestones.
- Managed, supported, and grew business relationships with existing accounts and developed strategies to increase sales and revenue.
- Reached out to customers frequently to check on satisfaction, inquire about needs and propose new offerings.

EDUCATION

Georgia Southern University - Statesboro, GA

Nursing

Kennesaw State University - Kennesaw, GA

Nursing