Kelley Kirchberg
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To LocaliQ:

I am responding to your posting for an Account Executive focused on digital marketing sales for LocaliQ. My areas of expertise include twelve plus years business development experience in the SaaS and technology marketplace along with retail/ecommerce. Technology and SaaS with a focus on revenue growth, identifying sales targets and lead growth and capturing business. My background in both consultative sales, fashion/retail, IT, and data makes me a strong candidate for this position.

My Qualifications include:

* Identifying opportunities for businesses growth in digital marketing, technology, and SaaS markets.
* Creating sales plans and strategies to increase revenue, upsell, generate leads, cross-sell to businesses, and close sales.
* Outstanding communication and interpersonal skills demonstrated daily interacting with senior executives and customers.
* Ten years’ account management, business development, and sales forecasting.
* Proficient in Salesforce.
* Master’s degree, University of Georgia.

I am creative and detail oriented with strong motivational, organizational, problem solving, communication, and relationship management skills. I welcome the opportunity to my discuss my business development, account management, and retail market knowledge with LocaliQ and share how my experience will boost LocaliQ clients and profits. I am planning a move to the Tampa/St. Petersburg area. I can be reached at 202-492-1761.

Sincerely,

Kelley Kirchberg