

JENNIFER DAVIDSON

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SENIOR SALES AND DIRECTOR LEVEL EXECUTIVE

Highly accomplished professional and entrepreneur with track record of success across multiple industries. Seeking new and highly engaging opportunity in a leadership role with a challenging and forward-thinking company.

Dynamic and highly motivated professional with 20+ years experience in large scale corporations as well as ground-up creation of own international business. Career marked with high levels of achievement in sales, management and entrepreneurship, growing a team over 300 consultants generating over \$1,000,000 in retail sales annually. Accomplished leader with a consistent dedication to self improvement and improvement of others.

Strong diversified background in multiple areas including telecommunications, international business, operations, sales management, entrepreneurial sales, and more. Acutely skilled in organizational development, personality and team management, training material development, customer service, and process innovation to drive goal achievement. Strong public speaker and presenter with a natural ability to motivate and cultivate talent.

CORE SKILL AREAS:

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|---|--|---|
| <input type="checkbox"/> Sales Management | <input type="checkbox"/> Goal Setting & Fulfillment | <input type="checkbox"/> Efficiency Improvement |
| <input type="checkbox"/> Sales Development & Leadership | <input type="checkbox"/> Organizational Development | <input type="checkbox"/> Innovative Problem Solving |
| <input type="checkbox"/> Entrepreneurial Sales | <input type="checkbox"/> Go-To-Market Strategies | <input type="checkbox"/> Project Management |
| <input type="checkbox"/> Revenue & Profit Growth | <input type="checkbox"/> Operational Leadership | <input type="checkbox"/> Customer Service Excellence |
| <input type="checkbox"/> New Business Development | <input type="checkbox"/> International Business Experience | <input type="checkbox"/> Staff Development & Training |

PROFESSIONAL EXPERIENCE

MARY KAY INC., Prairie Village, KS

1993 to Present

Senior Sales Director

Built, trained and continue to support a team of over 300 consultants spanning the United States and most recently India. Created training materials and conducted presentations to establish international presence, leveraging resources and experience from highly effective domestic core. Constructed team through recruiting, educating, and motivating others to meet personal and company goals. Provided consultative support to top executives to improve processes, including revised compensation programs and up-to-date technical solutions.

Key Contributions:

- Built from scratch an organization producing over \$1,000,000 in year to year sales, earning 8 Career Cars, Circle of Achievement (Unit sales of over \$300,000) the past 11 years, Double Start Achievement (High personal and unit sales) 8 times, and the Go-Give Award (highest company honor, given for ethical practices).
- Educated hundreds of consultants in product knowledge, sales techniques, recruiting, time management and money management, personality types (DISC model) and customer service. This led to the promotion of 20 women to Sales Director status, placing them among the top 2% of the company's entire sales force.
- Featured as the keynote speaker for multiple engagements, including many top Mary Kay events as well as Kauffmann Foundation FastTrac Entrepreneurship classes, educating and motivating other self starters.
- Led three week initiative to expand business into India, planning and executing strategy to continue success in an international arena. Recruited and provided training materials in 5 cities creating a 30 member team.
- Collaborated with a software development company to create and beta test a new system which provides accounting, budgeting, inventory management, and customer management information to consultants.
- As Independent Beauty Consultant developed successful business through lead creation, strong sales skills, and educating as well as supporting clients. Built and maintained a customer base of over 200.

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PROFESSIONAL EXPERIENCE... CONTINUED

ARAMARK UNIFORM SERVICES, Kansas City, MO

2010 to Present

Account Executive

Charged with sales of a diversified product line for industry leader across a significant Kansas City territory. Execute essential job functions such as cold-calling, tele-prospecting, follow up, lead qualification, attaining new business and assisting in the installation of new accounts. Broadening knowledge base and skills sets in building and maintaining clientele and outside sales with strong results and good client rapport.

AUSTIN NICHOLS TECHNICAL SEARCH, Kansas City, MO

2008 to 2009

Account Executive

Led multiple initiatives for placement company including developing leads and calling on engineering and manufacturing companies to obtain job openings that would be filled with highly qualified, technically advanced clientele. Also assisted with interviewing candidates. Trusted to build relationships with top level managers in multiple companies in the Kansas City area, making strong connections in many of the city's top corporations.

EARLIER CAREER EXPERIENCE

Systems Engineer - AT&T, Kansas City, MO (1991-1993)

Account Executive - AT&T, Kansas City, MO (1988 -1991)

Systems Analyst - AT&T, Kansas City, MO (1986 -1988)

Technical Trainer - AT&T, Kansas City, MO (1985 -1986)

ACADEMIC BACKGROUND

Masters of Science - Management

BAKER UNIVERSITY SCHOOL OF PROFESSIONAL & GRADUATE STUDIES , Overland Park, KS

Bachelors of Science - Pre-Med

KANSAS STATE UNIVERSITY, Manhattan, KS

Associates Degree - Science

KANSAS CITY KANSAS COMMUNITY COLLEGE, Kansas City, KS

PROFESSIONAL DEVELOPMENT

Kauffman Foundation Entrepreneurs Boardroom
Kauffman Foundation FastTrac NewVenture Certified
Participation in Monthly Business Book Club