

Sandy Patout

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Profile

Dynamic Account Manager with years of experience driving business growth and enhancing client relationships. Demonstrated expertise in logistics oversight and tactical planning to streamline operations and maximize revenue. Skilled in client-focused approaches, fostering strong partnerships that promote long-term success. Proven ability to navigate complex challenges with effective problem-solving and interpersonal skills, ensuring high levels of customer satisfaction and loyalty. Committed to leveraging extensive industry knowledge to deliver exceptional results in a competitive landscape. Strategic business development leader with forward-thinking and creative approaches to developing revenue channels, capitalizing on market conditions and enhancing sales funnels. Consultative sales expert with proven expertise in supply chain logistics and after-sales support. Accomplished Business Development Manager with solid record directing sales and marketing activities. Persuasive negotiator with diplomatic communication style and relationship-building expertise. Collaborative professional committed to providing clients with reasonable, business-smart solutions to common issues.

Skills

- Logistics oversight
- Client-focused
- Client relationship management
- Project management
- Partnership Marketing
- Tactical planning
- Internet and E-mail Marketing
- Product Launch
- People skills
- Decision-making
- Multitasking

Employment History

BUSINESS DEVELOPMENT EXECUTIVE | 09/2021 - Current

Site Pro Rentals / Briggs Equipment - Houston, United States

Coordinated product launches to achieve successful market entry in Houston and Dallas.

- Resolved customer issues promptly, promoting high satisfaction through knowledgeable service.
- Collaborated with diverse teams to accomplish goals and address product-related challenges.
- Identified customer needs efficiently, ensuring effective solutions.

VESSEL BROKER/BUSINESS DEVELOPMENT SENIOR EXECUTIVE | 02/2014 - 08/2021

Synergy Broker LLC/ Harvey Gulf & Marine - Houston & New Orleans , United States

- Drove business growth by implementing strategic partnership marketing initiatives.
- Cultivated and managed client relationships to boost satisfaction and loyalty.
- Oversaw logistics operations, ensuring efficiency and regulatory compliance.
- Executed tactical planning for successful product launches, maximizing market impact.
- Collaborated with cross-functional teams to enhance project management and drive results.
- Facilitated negotiations between marine company and oil and gas operator, securing favorable terms.
- Prepared legal documents for transactions, ensuring adherence to regulations.
- Maintained client relationships through consistent communication and timely updates.

CORPORATE SALES MANAGER | 05/2012 - 02/2014

Dupre Energy Services - Houston, United States

- Drove business growth through proactive client engagement and relationship management.
- Streamlined logistics operations to optimize efficiency and reduce costs.
- Led successful product launches, enhancing market presence and sales performance.
- Developed and executed strategic marketing initiatives to elevate brand visibility.
- Cultivated partnerships that fostered long-term business success.

SALES REPRESENTATIVE | 12/2010 - 04/2013

Direct Tech Tooling - Lafayette, United States

- Identified and cultivated new client opportunities, driving business growth.
- Enhanced client relationships through proactive communication and customized solutions.
- Managed logistics oversight to ensure timely product delivery and high client satisfaction.
- Executed strategic marketing initiatives, boosting brand visibility and product adoption.

Education

Blue Cliff College - Lafayette, LA | High School Diploma

06/2002

References

References available upon request.