

New York City, United States
lizzie.george@gmail.com
(980) 406-6480

LIZZIE GEORGE

ACCOUNT MANAGEMENT



PROFESSIONAL SUMMARY

Account Management professional with 5 years of experience driving substantial revenue growth and fostering continuous improvement. Adept at leveraging data analytics, client acquisition, and advanced communication to exceed sales targets and enhance team synergy. Passionate about utilizing industry knowledge and innovative strategies to elevate business development and market positioning.

EMPLOYMENT HISTORY

FEB 2023 - PRESENT

Senior Business Development Representative , Kalibrate, Remote

- Drove substantial revenue growth, generating over \$500,000 in new business within 8 months. Consistently exceeded quotas and responsibilities.
- Led team effort to enhance outreach for major industry conference, resulting in tripled meeting bookings compared to previous year.
- Spearheaded outreach enhancement for industry conference, tripling meeting bookings. Demonstrated sophisticated software to senior prospects, driving business growth.
- Developed quarterly outreach strategies fostering continuous improvement.
- Collaborated with Marketing to elevate consumer strategy, contributing to market positioning.

JUN 2022 - FEB 2023

Business Development Representative, POS Nation, Charlotte, NC

- Exceeded sales targets, setting new benchmarks for lead generation. Collaborated with executives to refine strategies, enhancing team performance.
- Engage potential clients via phone and email outreach, generating new business opportunities.
- Pioneered innovative client engagement techniques, significantly improving lead quality. Adapted strategies to evolving market demands.
- Fostered knowledge sharing within the team, optimizing sales approaches. Partnered with top performers to enhance client acquisition rates.

AUG 2019 - JUN 2022

Server, The Village Cafe, Blowing Rock, NC

- Developed sophisticated communication skills and time management
- Embraced opportunities to refine interpersonal skills and product knowledge
- Fostered positive guest relations through effective product knowledge and sales techniques

EDUCATION

JAN 2018 - DEC 2021

Bachelor of Science in Business Administration, Appalachian State University, Boone, NC

SKILLS

Microsoft Office	Excel
Collaboration	Sales Optimization
Data Analytics	Business Development