

Susan Cohen
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PROFESSIONAL SUMMARY

- Fifteen successful years as a dedicated and highly motivated sales professional
- Proven ability in penetrating fortune 500 companies and taking mission critical projects and applications from start to finish
- Experienced in meeting and building relationships with CIO's, CTO's, CFO's, COO's and IT managers and their staff
- Demonstrated success in the following industries: Insurance, Health Care, Pharmaceutical, Machinery, Finance, Retail, Food Service and Agricultural
- Strong forecasting, prospecting, qualifying, closing and territory management skills
- Results-oriented and willing to commit time, energy and resources to get the job done
- Experience with Business Intelligence, Cloud Computing, Enterprise Information Management, Relational Database, Content Management, Mainframe Tools, CRM, Mobility Solutions, Business Rules Management Systems, Security
- Ability to relate technology to business issues and penetrate Lines of Business

PROFESSIONAL EXPERIENCE

IBM, Oakbrook IL, Enterprise Software Senior Sales Executive 2011-
Responsible for a quota of \$2.6 Million. Focused on Software sales in the Data Management Pillar. Experience in Business Intelligence, Database, ETL, Reporting, Dashboards, Cloud Computing. Concentration on Fortune 500 accounts. Clients include: 1) Kraft Foods 2) Progressive 3) Walgreens 4) International Truck 5) United Airlines 6) Nationwide 7) Allstate 8) CNA Insurance

Major Accomplishments:

- \$2.5m, Kraft Foods
- \$1.6m, Nationwide
- \$1.2m, Key Bank
- \$900k Allstate
- \$800k, Schwab
- \$650k, Miller Brewing
- \$570k, Progressive
- \$520k, Roundy's

Computer Associates, Lisle IL, Senior Account Manager 2009-2011

Responsible for a quota of \$3.0 Million consisting of Software and Services.

Experience with Application management solutions such as Change Configuration Management, Enterprise Information Portal, Data Warehousing, Business Automation and Business Intelligence
Clients include: 1) CNA Insurance 2) Trustmark 3) Komatsu 4) Abbott Laboratories 5) Caremark 6) IMC Global 7) Kemper Insurance 8) Servicemaster 9) Walgreens 10) First Health

Major Accomplishments:

- \$2.5m, CNA
- \$500k, Kemper
- \$400k, Caremark
- \$400k, Komatsu
- Top "Rookie" in the Midwest in 4th Quarter

Hyperfeed Technologies, Chicago, IL, Account Manager

2007-2009

Hyperfeed Technologies is a publicly traded software company focused on delivery of software via the internet.

Responsible for a base of \$500k. Experience with fortune 1000 companies.

Major Accomplishments:

- Top Salesperson in the company 1998
- 300% over quota in 1998 and 1999
- Exceeded every quarterly quota and annual sales quota during tenure
- Increased sales in all business lines through innovative cooperative ventures

Diamond Star Software, Northbrook, IL, National Account Manager

2002-2007

Diamond Star is a software company that offers solutions to small and medium sized companies.

Major Accomplishments:

- Top salesperson for three straight years
- Exceeded sales quota every quarter while generating new accounts
- Sold to: Service Merchandise, Macys, Zale Corporation and W. Bell

EDUCATION/TRAINING

University of Miami, Coral Gables, FL, Bachelor of Business Administration, Marketing 2001

Extracurricular: Student Government, Martial Arts Training

Signature Sales Methodology

Financial Sales Selling

Win/Win Negotiation Training – Sandler Training Institute

Target Account Selling – On Target

Advanced Selling Processes – Acclivus

Cold Calling for Cowards – Hocutt and Associates

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Releasor's Email: stevefranks2@comcast.net



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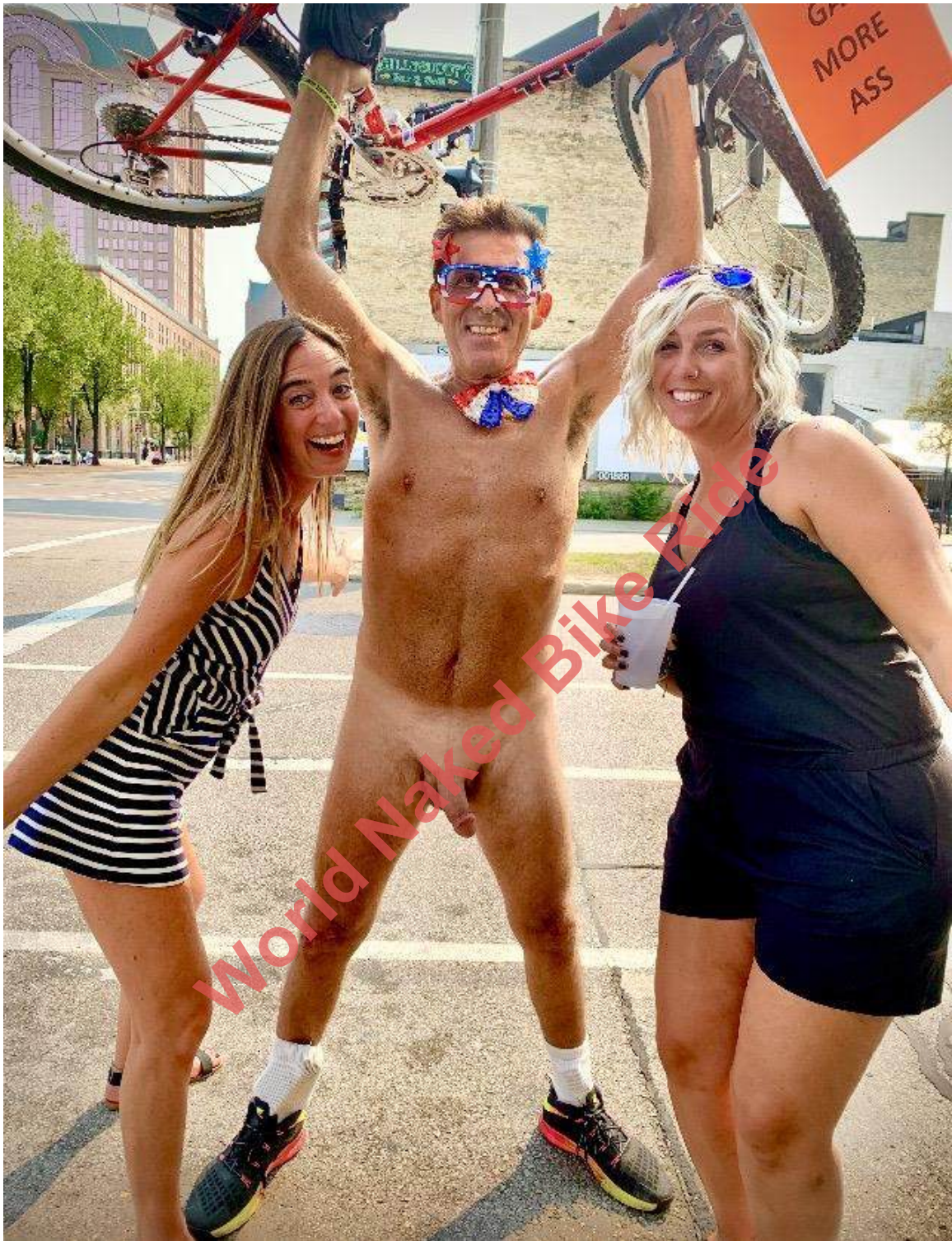
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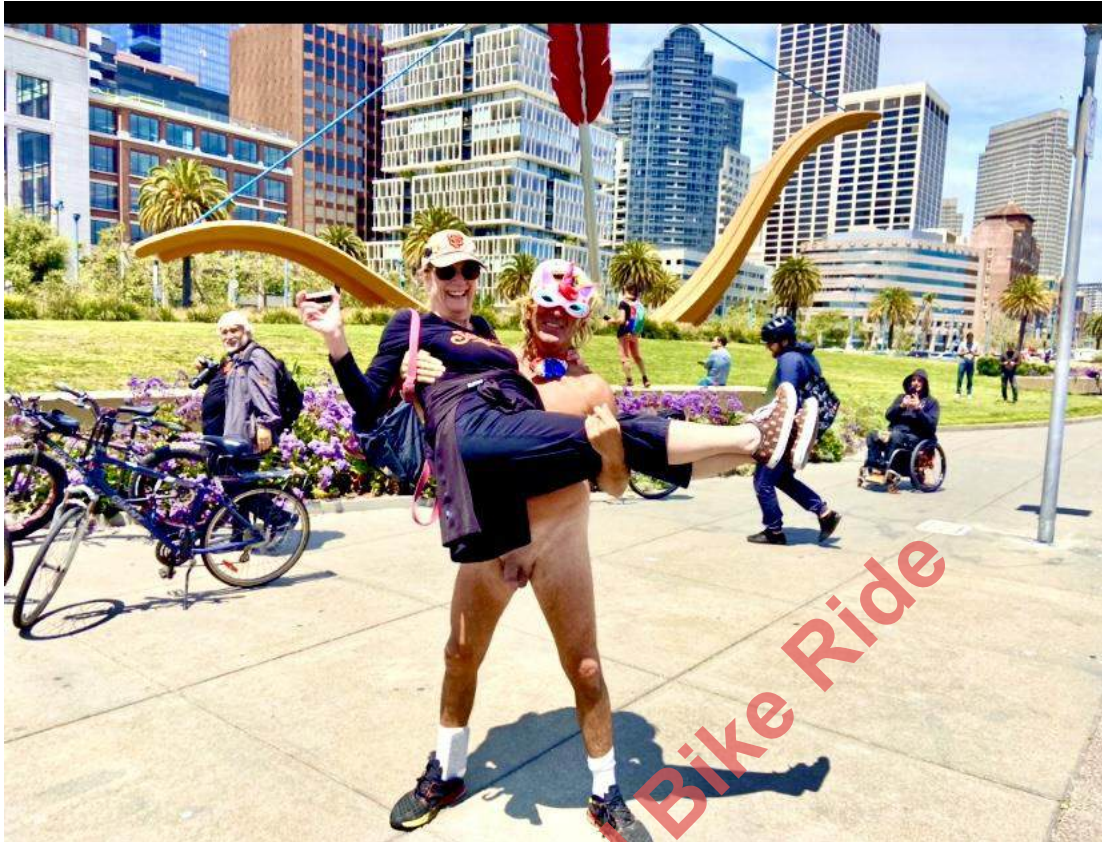


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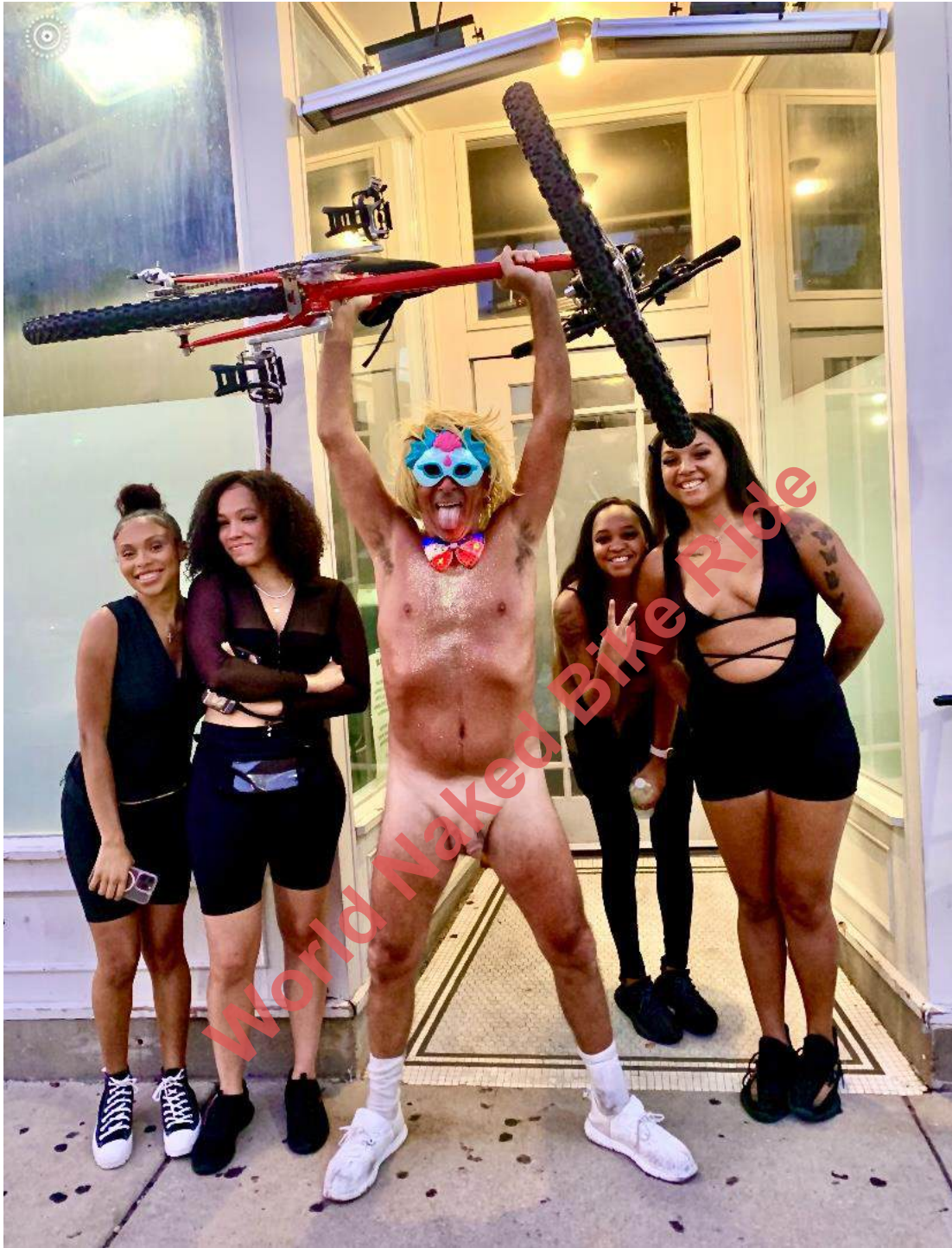


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