

DAVID TURNER

Sales Account Manager | New Business Development | Client Relations
(801)-641-1522 • djturner1299@gmail.com • <https://www.linkedin.com/in/davidturner98> • Charlotte, North Carolina

Summary

Seasoned account manager with over 3 years of experience in manufacturing and distribution sales. Adept in client relations, commodity association, and contract fulfillment. Success marked by a consistent track record of exceeding sales targets, leading territory expansion initiatives, and driving revenue growth and profitability leveraging. Highlights include year over year sales records with new and recaptured business, solidifying revenue streams with experience in competitive market positioning and strategic relationship management.

Experience

bisco industries Salt Lake City, Utah
Sales Account Executive 02/2022 - Present

- Managing portfolio of 30 key accounts in aerospace, defense, satellite, oil/gas, agriculture, and medical device industries
- Surpassed record revenue for two consecutive years exceeding sales goals by 114% in FY23 and 163% in FY24
- Delivered 66% average annual growth in top five key accounts from leveraging outside travel opportunities, utilizing brand partner relationships, market value expertise, interpersonal skills, and supply chain experience
- Successfully recaptured over 550K in recovered business from key accounts by supporting high dollar bid proposals under strict timelines and extracted over 350K in new business
- Secured LTA material sales with key aerospace contractors under programs at SpaceX and Boeing by proposing inventory solutions and insulation from shifting supply chain dynamics
- Skillfully managed contract requirements, risk reductions, and business solutions for external stakeholders while leading internal processes with QMS, Supply Chain, Accounting


Reaction Polymers INC Salt Lake City, Utah
Business and Operations Specialist 08/2021 - 01/2022

- Increased revenue by 26% with top 3 key accounts by securing new interactive relationships with raw material producers
- Recommended magnetic scanner as solution to reduce contamination and operational risks, further implemented by management
- Updated inventory levels and communicated efficiency indicators to management for faster turnaround
- Developed industry insight on market values, product differentiation, and customer analysis applicable with reports for inside and outside stakeholders

High Point Rockers Baseball High Point, North Carolina
Promotions Assistant Sales Marketing 08/2019 - 11/2019

- Marketed ticket package sales and suite scheduling with enterprise partners and new prospects exceeding 27k in sales and bookings
- Successfully delivered partnership proposal to university panel resulting in a 5k package sale for students
- Applied an opportunity-focused sales approach to maximize suite revenue by creating backup contact lists of interested outside stakeholders

Education

 High Point University High Point, North Carolina
Masters (M.A.) in Business and Communication Leadership 08/2020 - 12/2021

 High Point University High Point, North Carolina
Bachelor of Arts (B.A.) in Sport Management, Minor in Business Administration 09/2016 - 05/2020

Skills

Business Development • Microsoft Office • Product Market Value • Cultural Awareness • Travel Planning • Strategic Sales Planning • Client Retention Strategies • CRM Systems • Team collaboration • Market Analysis • Cross-functional Team Leadership