

DAVID STEIN

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SUMMARY

Senior sales executive who implements strategically developed plans to maximize customer satisfaction and increase market share. Developed in-depth client relationships that resulted in multiple year financial agreements and revenue increases.

- Dedicated to client collaboration that increased enhanced client interactions
- Long term success by understanding market demands and customer dynamics
- Known across the customer base for delivering consistent, relevant solutions

PROFESSIONAL EXPERIENCE

SKILLPATH Mission, KS **2018**
Training and development company providing business, management, communication, and productivity skills training

Interim Director of Strategic Partnerships

Created new position with strategic and tactical plans, outreach, and relationship development. Implemented strategic partnerships for affinity programs.

- Designed Affinity Program with Greater Kansas City Chamber of Commerce
- Developed professional training for Better Business Bureau of Kansas City

CONCENTRA Lenexa, KS **2011 - 2017**
United States leader in Occupational Healthcare including treatment of work place injuries

Key Account Manager **2016 - 2017**

Director of strategy, planning, development, and customer management for 30 of the largest B2B clients in six states representing \$6.3 million in revenue.

- Delivered 104% sales revenue above plan in first six months – projected annualized revenue growth of \$350,688.
- Gained contract extensions for 57% of clients in the first quarter after promotion to key account manager.
- Clients include the Cities of Kansas City, St. Louis, Little Rock, and Olathe; School Districts of St. Louis, Kansas City (Kansas), Tulsa and Little Rock; corporations including Cerner, USPS, UPS.

Sales Account Executive**2011 – 2016**

Performed all sales activities for assigned centers including prospecting, selling, and on-boarding new B2B clients in various industries such as Manufacturing, Warehouse/Distribution, Construction, Transportation, Assisted Living, Municipalities, and Education. Member of the "Center Leadership Team" - providing strategic direction for centers resulting in revenue growth, elevated customer service, and operational issue resolution.

- Achieved 132% closed first use rate (actual initial patient visits to Concentra clinic) exceeding national average of 77% 2015.
- Delivered 105.5% sales performance to goal resulting in \$700K territory revenue growth 2014.
- Exceeded sales goal by 106.7%, generating \$1.5 MM additional revenue.
- Grew territory by \$300K resulting in 15.7% growth rate 2012.
- Implemented retention plan in 2011 that resulted in 22% increase for 2012 for existing customers.
- Propelled KC market to top three ranking from bottom two nationally 2013.

JOB MATCH ASSESSMENT, INC. Overland Park, KS**2005 – 2010**

Consultants using employee assessments to help organizations make better human resource decisions

Director of Business Development

Co-Founder of consulting company that used analytical assessment tools to help clients hire and promote the best candidates. Formed successful partnership 2008.

- Drove 95% client retention and customer satisfaction rate through relationship building, client education, communication, problem solving.
- Nominated for Kansas City Chamber Small Business of the Year 2006-2009.

ANHEUSER-BUSCH, INC. Overland Park, KS**2003 – 2005****Key Account Business Development Manager**

Managed business relationships collaboratively with retail chain buyers and wholesaler personnel for beer category management, pricing, marketing programs, and advertising.

PERSONAL ACHIEVEMENTS

Seven Days Walk Event Committee 2016 - 2018

Chairman Olathe Chamber of Commerce Liaison Committee 2009

Executive Board HR-SPIN 2009 - 2011

Racquetball National Gold Medalist 2015/Ektelon Corporate Sponsorship

EDUCATION**Bradley University, Peoria, IL**

Bachelor of Arts- Major: Psychology, Minor: Business