

Leslie C. Jenkins

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International Logistics Sales Leader

GLOBAL SALES STRATEGY • CUSTOMER RELATIONSHIP MANAGEMENT • SALES RECRUITING AND TRAINING

High-performance global sales manager with proven ability to drive targeted growth, increase market share, cultivate key relationships, and consistently exceed performance goals. Knowledgeable leader with experience building cross-functional teams comprised of Sales, Marketing, Operations, and Customer Service to resolve challenges and capitalize on market opportunities.

Strategic leader with expertise in sales growth and territory expansion through clear communication of company objectives, recruiting and developing sales talent, diligent management of performance goals, and ongoing sales team coaching. Skilled in initiating action plans to secure new business and grow existing accounts in highly competitive markets.

- Sales Team Leadership
- New Business Development
- Key Account Management
- International Logistics Expertise
- Contract Negotiations
- Consultative Selling
- Budgeting & Forecasting
- Supply Chain Solutions
- Sales Strategy & Processes
- Sales Training
- Project Management
- Supply Chain Mapping

AWARDS AND RECOGNITION

Tonnage Account Sales Achievement (2015)
Most New Business Wins (2010, 2012, 2014)
Outstanding Industry Sales, Oil & Gas (2014)
Best in Area for Sales Revenue (Q2 2014)
MIS Best Target Attainment (2011)
Southeast Region Top Sales Performance (2011)
Sales Champion Award (2009)

EDUCATION

Global Master of Business Administration (MBA)

University of Houston – Houston, TX

Bachelor of Science in Kinesiology, Minor: Business Management

The University of Texas – Austin, TX

PROFESSIONAL EXPERIENCE

WASTE MANAGEMENT - Houston, TX

2015-Present

Major Account Representative

Results-driven sales professional with demonstrated achievements in customer relationship management of complex accounts, identifying and executing sales strategies and processes, implementing customer retention metrics, and utilizing strong negotiation skills in order to secure new contracts while growing existing business and exceeding budgeted sales goals.

Selected Achievements:

- Attainment of **115% of revenue goal** for 2015 through new business development and organic growth of large key accounts
- Achievement of **125% of revenue goal** for Q1 2016 due to focused territory growth and market share expansion
- Recognition as **top performer** for producing sales of 220 tons per month vs. sales goal of 60 tons per month

DHL EXPRESS – Houston, TX

2009-2015

Manager of International Sales / Interim Area Sales Manager

Certified International Specialist with Fortune 500 account management skills and a consultative approach to complex supply chain sales. Full responsibility for **\$20 million portfolio** of over 100 global accounts. Advanced to Interim Area Sales Manager role and entrusted with leadership of sales team during a time of company transition and area realignment. **Directed a team of six sales professionals** and performed at **over 100% of district and region sales targets**.

Selected Achievements:

- Led sales team to achieve **115% of quarterly objectives** for new business volume
- Recognized for consistently exceeding individual sales plan of 87% in consecutive years and awarded as a top producer:
 - **137% sales goal** attainment (2013)
 - **127% sales goal** attainment (2012)
 - **152% sales goal** attainment (2011)
 - **105% sales goal** attainment (2010)

INVENTIV HEALTH (SANOFI-AVENTIS PHARMACEUTICALS) – Houston, TX

2008-2009

Cardiovascular Pharmaceutical Sales

Conducted market analysis and worked with leadership to formulate competitive sales strategies. Spearheaded project to create trackers to monitor market share. Coordinated meetings and conducted training with key medical professionals, including ER Directors, Cardiologists, Neurologists, Internal Medicine doctors, Endocrinologists, and nurses.

Selected Achievements:

- **2% increase in lead product market share** in 2009 through marketing programs and sales initiatives
- Managed sales of three drugs and consistently performed at **105% - 111% of sales targets**
- Ranked **#1 sales representative** in the district and **#5 sales representative** in the region

FEDEx SERVICES – Houston, TX

2004-2008

Account Executive

Developed and managed more than **200 accounts with a total revenue of \$30 million**. Positioned relationship as a trusted partner to gain complete understanding of each customer's business model, growth goals, and financial forecasts. Collaborated with internal business partners at all levels of Sales, Operations, Customer Service and Finance to deliver best-in-class service to Fortune 500 companies.

Selected Achievements:

- Achieved **30% increase in business** through customer relationship development, new prospect identification, cold calling, and consistent follow up
- **Increased territory revenue by \$2 million** from 2004 to 2006
- Organized and directed first open house and luncheon for customers to tour FedEx facility, improving customer education and strengthening relationships