**Kim Davis**  225.614.3337 | DavisKimL@Yahoo.com |Baton Rouge, LA

[linkedin.com/in/kim-davis-20515365](http://linkedin.com/in/kim-davis-20515365)

**Industrial Business Development Professional**

Accomplished Business development professional leveraging years of experience in driving fiscal results. Strategizes to secure new clients and income. Skilled communicator able to develop quality relationships with external partners to expand the business.Expert in creating and executing results-focused business plans. Consistently exceeds revenue goals by focusing on the growing client base. Capitalizes on opportunities through various techniques, including prospecting, targeted follow-up, and new lead generation. Maintains and leverages existing business while continually generating new sources of revenue.

**core competencies**

Sales Operations & Management | New Business Development | Staff Mentoring & Motivation | Drive Revenue Performance | Strategic Planning & Execution **|** Cross-functional Collaboration **|** Team Building & Development | Relationship Management | Territory Expansion & Growth | Budget Planning & Management

**Career History & Value Impact**

**TERRITORY SALES, RED-D-ARC Welder Rentals – Current**

* Develops and increases end user customer base by effective communication, assessment of needs and

 recommendations or solutions.

* Performs onsite equipment demonstration, negotiates most effective solutions, prepares a formal quote
* Makes application recommendations or welding and positioning equipment
* Develops long-term relationships through contracts and/or agreements
* Works as part of a team in providing customer solutions.
* Meets or exceeds rental and sales goals specified in the market area
* Follow up on all quotes and sales to ensure needs are met or to secure sale.
* Compiles lists of prospective customers for sales leads based on information from newspapers, business

 directories, trade journals and/or other sources.

* Maintains accurate and timely submission of sales call repos and expenses
* Provides customer exceptional customer service from conception to completion
* Available to branch for back-up coverage for inside sales during vacations and other employee shortages**.**
* Completed weld 101 and heat training course along with all safety protocol courses.
* Inputs all data on customersinto CRM program, gathers credit applications to open new accounts and collects on outstanding accounts.
* Produces weekly call reports.

**REGIONAL ACCOUNT DEVELOPMENT- MODERN POLYMER PRODUCTS HDPE PIPE MANUFACTURE | 2020 – 2021**

Generated new customers, researched potential markets and identified opportunities for high density polyethylene pipe opportunities and providing new outlet of opportunity and growth for the company.

* Researched prospective organizations and stakeholders to identify customer to propose products HDPE piping solutions.
* Educated team members and staff on HDPE, the benefits , the application and fusing the product. Provided detailed informed to the owner, engineer and VP of Sales of required certifications and standards required by OSHA to meet specifications that were not up to standards.
* Introduced HDPE and ductile iron fittings to the company increasing profit.
* Consulted on high density polyethylene HDPE project expansion and job site developments.
* Prepared take offs, created and delivered professionals proposals, processed sales and completed order fulfillment.
* Properly purposed, tactfully negotiated and strategically closed profitable revenue opportunities developing new and continued business relationships. Worked with vendors to negotiate supplies and equipment needed to fulfill project specifics.
* Independently and collaboratively strategized for solving deal-level challenges.
* Serviced the needs of existing clients, gained new clients and orders by effectively dissecting conversations of upcoming projects with customers to implement a robust pipeline of opportunities.
* Increased companies profitability with marketing and social media exposure.
* Implemented exceptional customer service.
* Attended networking and relevant industry events.
* Increased account satisfaction with contractual requirements, follow up with service delivery and deliver ever improving customer service.
* Sales exceeded personal and company goals.
* Maintained/ developed all social media design, photography and management

**National Account Manager, HDPE industrial Municipal Supply Co. Distributorship | McElroy fleet dealer | Industrial Municipal Supply Co, Inc. | Geismar, LA | 2018 - 2020**

Executed new customer marketing campaigns; as a result, business increased by 37% over the professional management of social media and technicians in 90 days, and reliable support that kept clients informed on the criticality of HDPE pipe laying.

* Leveraged the competitive landscape through extensive knowledge that yielded an 80% increase in repeat business.
* Led research for President of Sales and Inside Sales team that opened key partnerships with Engineering firms, Refineries, Municipalities, Contractor, Procurement teams and Maintenance Managers of numerous companies all along the Gulf Coast.
* Forecasted sales through pipelines, business need assessments, and SWOT analysis that measured profitability.
* Traveled across Gulf Coast and presented to prospects attained by cold calling, which locked-in management meetings, resulting in achieving several projects for HDPE pipe, valves, fittings, and McElroy Fusion equipment.
* Enabled the safe and efficient placement of underground piping through collaborative efforts with Engineers over several refineries,; awarded and managed numerous LNG, EPC, Downstream projects.
* Reached and Maintained “Top Producer” status for creating countless opportunities for the company; awarded underground piping, fabrication, fleet rental and technician services for numerous major and small projects, one being, the most significant project for the company to date.
* Researched, developed, and established initial contact with potential clients for early lead identification.
* Accomplished new project opportunities by qualifying an average of 20 new leads per month through cold calling, meetings, and continued follow-up.
* Partnered with local distributors, vendors and subcontractors to utilize technicians and equipment that lessened downtime, created efficiencies across the project, and enabled the team to improve productivity and increase revenue.
* Effected net-new profit by negotiating new projects and the purchase of a customer’s McElroy fusion machine after learning of the numerous rental fees and repair issues; ensured 100% fulfillment by directly receiving and delivering the device.
* Executive assistant to CEO, prioritize and maintenance of schedule, preset meetings with decision makers, prepared timeline documentation needed for projects, evaluated suppliers, negotiated contracts, and reviewed the quality of products to ensure it matched our standards.
* Designed, photographed and prepared all social media marketing, online website and digital media design.
* Awarded 13 major projects in a six month timeframe
* Scheduled, prepared and presented all lunch and learn presentations.
* Attendee and/ or exhibitor at numerous networking events.
* Assistant to CEO, prioritizing meetings, travel and hotel arrangements, planning and booking exhibitions/ trade shows, social media marketing, new employee selection and Interviewing, purchasing and procurement.

 **Project Development, HDPE Supplier | U.S. Fusion & Specialty Construction, LLC. | Gonzales, LA | 2017 - 2018**

Planned, developed, and maintained schedules for projects adhering to Project Office standards and developed relationships across Industrial, Municipal, Refinery, Petrochemical, Engineering, and Contracting Firms.

* Updated project dashboards detailing earned value, resource allocations, key milestones that enabled bids and forecasts for High-Density Polyethylene Pipe and Liner, and Secondary Containment opportunities.
* Analyzed, maintained, and reported project activities focused on Scope Variations, Slipped Tasks, Upcoming Tasks, and Actual Hours vs. Planned Hours in close collaboration with Project Management Team.
* Organized and facilitated planning sessions for new projects and managed re-planning for on-going projects; data gathered, cold-called and closed meetings, luncheons, and group presentations.
* Accurately reflected schedules ensured clients receive proposals and effectively and efficiently provided solutions that supported the company brand.
* Scheduled, planned and presented all lunch and learn presentations.
* Monitored projects for adherence to TWIC, OSHA, and Alliance Safety Council; attended LCIA meetings and industrial trade shows that ensured project milestones achieved compliance.
* Attended and or exhibitor at networking and business events.

**Inside Sales Representative | Industrial Fabrics, LLC. | Baton Rouge, LA | 2017**

Collaborated with the customer base, retained and upsold new business by building relationships with key stakeholders, and driving excellence across customer service.

* Maintained customer care quality by supply and distribution logistics that enabled orders to expedite accurately.
* Managed house accounts and ensured sales achieved by preparing and authenticating quotes.
* Drove pipelines and account support for five Area Sales Reps; recognized as a critical member of the team.
* Collaborated across teams through customer relations with distributors, field sales, and engineering customers.

**Proprietor & Photographer | KDPhotography, LLC. | Baton Rouge, LA | 2011 - 2016**

Provided creative photography sessions delivering a variety of portraiture exceeding customer expectations.

* Identifies customers with special portrait needs. Provided quotes maintained client communication.
* Secured session dates and payments that supported the business financial structure.
* Achieved the best images for the clients that earned three-time quarterly customer satisfaction awards.
* Certified as a Professional Portrait Photographer under the Certified professional photographer program.

**Account Manager | Coca-Cola Enterprises | Louisiana | 2008 - 2011**

Consistently engaged in activities to build relationships and grew sales with large and small store managers.

* Informed D.M.’s and store-level managers of programs and initiatives through proven communication strategies.
* Increased product presence by 300% through established relationships and enabled placements approval YOY.
* Coordinated sales and marketing initiatives to 100+ retailers and delivered billing and product position support.
* Negotiated premium in-store placement with impactful displays that drove product velocity and strong working relationships with store owners; progressed sales by 30% on average yearly.

**earlier career successes**

Sales & Customer Service | Hibernia National Bank/Capital One Bank | Baton Rouge, LA | 2004 - 2007

Realtor | Baton Rouge, LA | 2001 - 2008

Office Manager/Customer Service /Outside Sales Rep. | C.A. Laboratories | Baton Rouge, LA | 1999 - 2001

**Education & Professional Development**

**BACHELOR OF BUSINESS ADMINISTRATION | Southeastern Louisiana University**

**training**

***Bob Brooks School of Real Estate | Seven Habits of Highly Effective People***