

Rebecca Williams

302 Jansen Court
Louisville, KY 40362
C: 502.555.9876
H: 502.555.2247
E-mail: RWilliams@netscape.com

OBJECTIVE: Obtain a challenging sales position where utilizing proven sales and organizational skills while enhancing those skills in a mutually rewarding environment.

AWARDS/ACHIEVEMENTS

1999 President's Club Recipient achieved 112% of sales objective
2000 President's Club Recipient achieved 116% of sales objective
2001 Executive Club Recipient achieved 136% of sales objective
2002 Executive Club Recipient achieved 167% of sales objective

EMPLOYMENT

1998 - Present **Account Executive, The Bellsouth Yellow Pages**
Successfully completed extensive 2-month sales training program and achieved 167% of sales objective during training. Develop and design effective yellow pages advertising programs in print and in on line for new and established businesses throughout Kentucky; Manage **800** accounts totaling **\$1.5** mm in annual revenue. Consistently meet and exceed sales objectives and publishing deadlines.

1997-1998 District Sales Manager, Conseco Group Risk Management

Marketing and sold group health, individual health and term life products for "A" rated companies. Managed and serviced a base of 500 agents in seven states. Defined and identified target markets. Conducted quarterly competition studies.

ADDITIONAL INFORMATION

Participant in Habitat for Humanity project
Member Phi Mu Sorority
Member Greater Jackson Bulldog Club
Member Young Alumni Club for the Mississippi State Bulldogs

EDUCATION

Bachelor of Business Administration-Marketing
Mississippi State University - December, 1996
Graduate of the Dale Carnegie Sales Course - January, 1996

REFERENCES

Available upon request