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|  | **JODIE BELL**jodiekbell@gmail.com  /  C: 225-828-1100 17623 Feather Ridge Dr, Prairieville, LA 70769 |

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| **SUMMARY** |

Dedicated Business Developer offering excellent communication, listening and problem-solving skills. Able to drive positive customer experiences by promoting customer-centric behaviors and actions, evaluating customer needs and implementing product and service solutions to enhance customer loyalty.

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| **SKILLS** |

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| * Employee communications
* Candidate sourcing
* Strategic planning
* Employee engagement
* New hire orientation
* Recruiting
* Compensation/payroll
 | * Employee relations
* Regulatory compliance
* Labor agreements
* OSHA inspections
* Training and development
* Compensation administration
* Hiring and retention
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| **EXPERIENCE** |

**Account Executive/Branch Manager** / Nationwide Skilled Trades - Baton Rouge, LA  *01/2017 - 11/2018*

**Outside Sales**\* Targeted 25 prospective clients a day ;
\* Closed new business deals by utilizing my experience and sales tactics of recognizing customer needs, and
averaged 4 new customers a week.
\* Increased sales by 100%.
\* Raised Gross Margin from 0% to 35%.
Started company from the ground up\* Account Management \* Maintained site visits weekly on all existing clients, which would range from 10-15 clients. \* Helped the company maintain approximately 700 billable hours per week.
Recruiting \* Used multiple resources for recruiting including ZipRecruiter, Craigslist, Indeed, The Advocate and Social Media. \* Extensive screening on employees, including past job experience, on site drug testing, and reference checks.

**Customer Service**\* Upon getting new accounts, bring customers donuts or promotional items.

\* Brought potential clients to lunch to better understand their staffing needs and ensure our company was a good fit.

\* Made 25 daily telemarketing calls to make appointments for new business.

\* Make 2 appointments a day.

**Account Executive/Assistant Branch Manager** / Pirate Staffing - Baton Rouge, LA  *10/2016 - 01/2017*

**Outside Sales**• Targeted 25 prospective clients a day
• Closed new business deals by utilizing my experience and sales tactics of recognizing customer needs, and averaged 4 new customers a week.
• Increased sales by 150%.
• Raised Gross Margin from 20% to 32%.

Account Management • Maintained site visits weekly on all existing clients, which would range from 10-15 clients. • Helped the company maintain approximately 288 billable hours per week.
Recruiting • Used multiple resources for recruiting including ZipRecruiter, Craigslist, Indeed, The Advocate and Social Media. • Extensive screening on employees, including past job experience, on site drug testing, and reference checks.

**Customer Service**• Upon getting new accounts, bring customers donuts or promotional items.
• Brought potential clients to lunch to better understand their staffing needs and ensure our company was a good fit.
• Made 25 daily telemarketing calls to make appointments for new business.
• Make 2 appointments a day.

**Account Executive** / Savard Labor & Marine - Gonzales, LA  *12/2014 - 10/2016*

**Outside Sales**

• Targeted 25 prospective clients a day
• Closed new business deals by utilizing my experience and sales tactics of recognizing customer needs, and averaged 4 new customers a week.
• Increased sales by 44%.

Account Management • Maintained site visits weekly on all existing clients, which would range from 10-15 clients. • Helped the company maintain approximately 1170 billable hours per week.
Recruiting • Used multiple resources for recruiting including ZipRecruiter, Craigslist, Indeed, The Advocate and Social Media. • Extensive screening on employees, including past job experience, on site drug testing, and reference checks.

**Customer Service**• Upon getting new accounts, bring customers donuts or promotional items.
• Brought potential clients to lunch to better understand their staffing needs and ensure our company was a good fit.
• Made 25 daily telemarketing calls to make appointments for new business.
• Make 2 appointments a day.

**Account Executive** / Cajun Labor - Baton Rouge, LA  *04/2011 - 12/2014*

**Outside Sales**• Targeted 25 prospective clients a day
• Closed new business deals by utilizing my experience and sales tactics of recognizing customer needs, and averaged 5 new customers a week.
• Billable hours averaged 1600 weekly. Recruiting
• Used multiple resources for recruiting including ZipRecruiter, Craigslist, Indeed, The Advocate and Social Media.
• Extensive screening on employees, including past job experience, on site drug testing, and reference checks.
• Responsible for all daily and weekly payroll review and submission.

**Inside Sales**• Made 25 telemarketing calls a day.
• Set 5 appointments for Account Executive per day

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| **EDUCATION AND TRAINING** |

Delgado Community College - - New Orleans, LA, United States *2004*

**Associate of Applied Science**: Business Administration