

# ANDREW ROTHMAN

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## SALES & KEY ACCOUNT MANAGER

**Key Account Management | Consultative Selling | Surpass Sales Goals | Revenue Growth**

Dynamic National Account Manager with strong organizational and planning skills. Driven to meet goals, generate results and overcome objectives. Maximized negotiation, presentation, problem solving and closing skills.

Demonstrated sales performance including building and maintaining relationships to generate sales through phone and in-person meetings. Command of interpersonal skills with the ability to influence others.

Account Management | Consultative Selling | Surpass Sales Goals | Revenue Growth | Sales Management | New Business Development | Sales Operations | Territory Growth | Presentations | Price Analysis | Cost Analysis | Marketing Programs | Customer Satisfaction | Sales Processes | Direct Sales | Competitive Analysis | Business Reviews | Sales Strategy Development | Business to Business Sales | Insight Selling | Challenger Sales | Project Management

## PROFESSIONAL EXPERIENCE

### ADVANTIX SOLUTIONS GROUP

**2021 to Present**

Advantix is a telecom expense management provider. They specialize in deploying, optimizing, and managing complex telecommunications programs.

#### Relationship Account Manager

- Responsible for the overall customer relationship and management of 36 accounts.
- Interface with the customer to achieve their objectives. Build and maintain relationships with C-level associates, stakeholders, decision-makers, and key contacts within the customer's organization.
- Identify growth opportunities within existing accounts. Develop business plans to generate new business within accounts. Conduct in-depth, knowledgeable account reviews.
- Act as the primary escalation point for basic or major issues or activities on the account.
- Collaborate with appropriate resources to ensure timely resolution. Conduct root cause analyses for escalations.
- Lead customer-initiated projects and manage timelines and resources.

### BBC INTERNATIONAL, Boca Raton, FL

**2019 to 2020**

BBC International designs, sources, and sells licensed and in-house owned brand of footwear globally to major retailers, distributors, and multi-door independents.

#### National Sales Manager

- Led nationwide sales efforts of a new slip-resistant shoe brand.
- Involved in all aspects of brand development from shoe design, marketing, and national sales plan.
- Due to Covid-19, the new brand was terminated as the primary market for slip-resistant footwear was the restaurant industry, and the manufacturing plants were in China.

**LEXISNEXIS RISK SOLUTIONS, Boca Raton, FL****2017 to 2019**

Big Data technology, proprietary linking and targeted solutions provide actionable insights that help make your organization more secure and efficient.

**Regional Account Manager**

- Managed and grew a portfolio of 300 law firm and receivable management accounts valued in excess of \$2 million by adding additional products and growing revenue through building relationships.
- Achieved a 15% revenue growth through the sales of LexisNexis Risk Management products and solutions.
- Evaluated existing relationships, developed growth strategies, and executed them against the strategies.
- Developed clear and thorough sales plans for each assigned account, targeting efforts to determine additional products or solutions.

**SHOES FOR CREWS, West Palm Beach, FL****2011 to 2017**

Helping organizations reduce workers compensations costs through effective safety programs by reducing employee slips and falls.

**National Account Manager**

- Managed and grew a portfolio of 650 healthcare accounts with annual revenue exceeding \$5.2 million.
- Surpassed sales goals with an 18% increase in portfolio revenue each year within the Long-Term Care and Acute Care segment.
- Consulted with clients, developed and executed strategic plans, leveraged relationships, and delivered best-in-class service.
- Conducted business reviews, built brand recognition, increased revenue, and fostered relationships with key decision-makers.
- Developed marketing strategies to drive awareness, increase participation, and facilitate revenue growth.
- Established and maintained relationships with key decision-makers in various departments.
- Implemented new business acquisition and prospecting through cold calling.
- Managed and grew a portfolio of existing customers by identifying untapped potential and leveraging products and services.

**JTECH COMMUNICATIONS, Boca Raton, FL****2010 to 2011**

The largest global provider of on-site paging and wireless messaging solutions to improve staff efficiency and increase customer satisfaction translating into real cost savings.

**National Healthcare Account Executive**

- Conducted business-to-business sales of server-based hardware systems integrating paging and SMS text messaging.
- Prepared detailed proposals, exceeding sales quotas and increasing overall company revenue.
- Developed long-lasting relationships with customers to maximize revenues.

**EDUCATION**

**Bachelor of Arts (BA),** University of Hartford, West Hartford, CT