

# KEVIN M. DICKINSON

---

32 Rossmore St. 3F Somerville MA 02143, kevin.dickinson@gmail.com

---

Seasoned inside sales professional with over 7 years of experience from medical to international transportation. Proficient in maximizing growth and profitability in existing accounts quarter over quarter as well as new business revenue.

Account Management

Dispute Solution  
MS office suite 2010

Certified First Aid  
Responder

---

## Experience

---

**FedEx, Boston MA, Inside Account Executive**

09/2016-Present

**TNT Express, Boston MA, Inside Account Manager**

07/2015-08/2016

Effectively source new sales opportunities through sales lead follow-up and outbound calls and emails; understand customer needs and requirement; research accounts and identify key players; close sales and achieve quotas; maintain and expand database of prospects while building a viable pipeline and close profitable deals.

- Maintain a territory client base of 160 accounts with increasing sales of 10% over the previous year.
- Secure new accounts and complete on-boarding with new client.
- Depot Chair of company's employee lead team building committee 'Orange Team'.
- 2<sup>nd</sup> in overall new revenue for Inside Sale for 3<sup>rd</sup>/4<sup>th</sup> quarter in the USA for 2015.

**TNT Express, Boston MA, Inside Sales Executive**

09/2014-06/2015

- Provided timely, accurate, and relevant service/product related information to create and maintain a professional partnership with internal and external customers.
- Participated in Company and Department meetings and training programs as required.
- Performed other duties as required/assigned.
- Successfully completed sales training for International Sales Specialist with TNT Express May 2015.

**Swissbakers, Boston, MA, Account Manager- Contract Position**

10/2013-08/2014

Swissbäkers provides wholesale and retail baked goods to Boston's top hotels and restaurants.

- Managed portfolio of accounts and all aspects of campaigns.
- Increased revenue with new business to meet sales objectives by developing industry contacts.
- Adjusted content of sales presentations tailored to individual business.
- Recommended changes to products and developed new products to meet client needs.

**PerkinElmer (ViaCord), Cambridge MA, Inside Sales Representative**

10/2012-09/2013

The Diagnostics Division educates clients on newborn stem cell preservation and genetic screening services.

- Provided prospects with information regarding stem cell collection.
- Increased company's revenue by closing sales via phone.
- Achieved quota bearing sales objective.
- Managed and maintained detailed company CRM to achieve monthly quotas.

---

## Education

---

Central Michigan University

*Master of Science International Administration, GPA 3.34 December 2008*