**Linda Kane**

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Mission motivated sales professional with skills in working with organizations of all sizes, from the fast-paced start up environment to national and high-revenue accounts performing in sales management, account management, territory planning, relationship building and business development. Looking to connect with a dynamic and thriving organization who is seeking a motivating and results oriented team leader, team player and trainer who relates well and works cooperatively with diverse personalities. Experienced in private and non-profit organizational structures.

**PROFESSIONAL EXPERIENCE**

**American Red Cross September 2012 to Present**

**Key Account Manager- Biomedical Services**

*Utilize company resources to develop and implement strategic solutions to achieve key clients’ long-term goals by developing a solid and trusting relationship between major key clients and company. Key accounts include: University of Maryland Medical Systems, Johns Hopkins University, Johns Hopkins Medical Institution, Baltimore Orioles, and Baltimore Convention Center, Baltimore Gas & Electric*

* Develop potential Sponsor leads and influence their commitment of resources in sponsoring blood donation events.
* Schedule blood drives within center-established guidelines to achieve monthly and annual goals and projection accuracy
* Directs, trains, and motivates volunteer blood drive coordinators and committee members to ensure successful blood drives.
* Maintains an ongoing public and media relations program in assigned territory.
* Develops an annual recruitment plan for meeting assigned collection goals. Prepare, access, and respond to monthly forecast information.
* Member of the National Key Account Manager Advisory Council sharing knowledge and perspective on the industry.
* Member of Sickle Cell Account Management Board. Responsible for developing partnerships with African American blood drive groups to grow diverse blood collection targets for area blood drives.
* President’s Award recipient 2016,2017,2018

**Bella Pictures September 2005 – May 2010**

**East Coast Regional Sales Manager**

*Led a team of 15 field sales representatives, closing sales at or above 60% while generating over $1,500,000 annually in revenue and being accountable for over 15% of the company's overall sales revenue. Responsibilities included hiring, developing and executing training programs by actively working in the field with the sales team implementing sales strategies, setting, tracking, and monitoring individual as well as team performance and goals.*

* Recognized for executing growth strategies to achieve 2x growth year after year.
* Established goal setting, sales activity reporting for each employee, my markets, as well as maintaining customer account data.
* Partnered with team members to create processes, implement strategies and policies to help establish and maintain the best possible customer experience.
* Responsibilities included hiring, training, leading, and retaining a team of Part-time Sales Representatives as well as full-time, Employee-Based Sales Representative.
* Helped to create, implement, and support training tools including handbook, online modules and podcasts.

**Coca Cola Enterprises May 1994 – November 2002**

**District Sales Manager (January 1996- November 2002)**

*Oversaw the full cycle of recruiting for experienced and entry-level routes sales personnel. Supervised, trained, and motivated a staff of 10 route sales swing account managers. Experienced in partnering with executive leadership teams to continually develop incentive programs to motivate sales teams to increase volume and gross profit goals. Extensive people management and human resources experience with full-time, part-time, and seasonal staff. Includes hiring/firing, training, performance management, policy enforcement, and salary/promotion decisions. Responsible for ordering and maintaining a budget for promotional items which were used in the trade to ensure proper market execution and presence. Prepared statistical reports relating to department expenditures and provided recommendations for eliminating excessive cost and overhead.*

* Designed and implemented an effective and complete training program to drive retention and career advancement for the route sales team.
* Ensured career development and enhancement of employee skills through market presence with route sales force, customer service training, as well as designing a comprehensive monitoring and tracking system.
* Worked directly with Key Account Managers on creative approaches to promotional events and customer incentives that attracted new business, built visibility, encouraged repeat business, and increased sales

**Account Manager (May 1994 – December 1996)**

*Introduced, sold, and serviced Coca-Cola products in the Baltimore region. Ensured proper pricing and ordered adequate product in conjunction with weekly print advertisements, and key account activity. Coordinated with marketing and key accounts in the strategic placement of products within customer sigh lines. Recognized for commitment to quality service and client satisfaction through creative problem-solving and customer driven sales initiatives. Established relationships with existing customers to influence additional purchases and increase incoming revenue. Provided continual follow-up to customers to ensure future sales.*

* Skilled in creating eye-catching merchandising solutions to boost sales and increase impulse purchasing.
* Consistently maintained a high-standard performance and sales record through exceptional customer service strong product knowledge and open communication with the customers.
* Actively involved in the training and development of new hires which quickly led to a promotion in management.

**EDUCATION**

UNIVERSITY OF MARYLAND - COLLEGE PARK, MD, BACHELOR OF ARTS IN SOCIOLOGY