







KEVIN KIM

CONTACT

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KEY SKILLS

- CRM
- Inventory
- Leadership and team management
- Sales tactics and strategies
- Strategic planning

CERTIFICATIONS

- Certified Professional Sales Person (CPSP), National Association of Sales Professionals (NASP)
- Senior Certified Professional - Sales Management/Leadership (SCP-SML), International Association for Sales and Marketing Professionals (IASMP)

ABOUT ME

An accomplished senior sales professional with over 20 years of experience in customer service and retail, having held high-ranking positions in renowned corporations, such as Verizon and Macy's. An MBA holder from Emory University with expertise in strategic planning, team leadership, advanced customer service, inventory management, and sales tactics, backed by an impressive record of driving revenue growth and customer retention.

PROFESSIONAL EXPERIENCE

Vice President of Sales

Verizon, Atlanta, GA | FEBRUARY 2016 – PRESENT

- Streamlined sales operations, which resulted in an annualized 25% increase in revenue
- Implemented innovative sales strategies that led to a 40% increase in customer retention from December 2022 to December 2023
- Utilized customer service skills to maintain high-level relationships with top-tier clients, resulting in secured contracts worth millions of dollars

Director of Regional Sales

Macy's, Atlanta, GA | Feb 2017 – June 2021

- Managed over 500 sales associates, increasing the team's output by 30% during tenure
- Implemented inventory management practices that reduced costs by 15%
- Devised and executed effective sales tactics and strategies that maximized the profitability of the region

EDUCATION

- Master of Business Administration (MBA)
EMORY UNIVERSITY, Atlanta, GA | 1998
- Bachelor of Business Administration (BBA)
GEORGIA STATE UNIVERSITY, Atlanta, GA | 1996