**Nathan D. Rhodes**

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**SUMMARY**

Extremely adaptable, highly personable business development professional capable of executing comprehensive strategies while employing creativity and pragmatism in tactical opportunity assessment, pivotal relationship management and collaborative solution development. Excellent background in sales and management, with a proven track record of success in a high-energy, quota-driven environment. Engages regularly in market analysis and industry trends, identifying areas for increasing revenues through steadily controlled growth and strategic partnerships.

**SPECIALTIES**

* Sales Operations
* Marketing Strategies
* New Business Development
* Agile Leadership
* Key Account Management
* Project Planning
* Opportunity Assessment
* Collaborating for Value
* Customer Satisfaction
* Proactivity
* Communication
* Continuous Learning
* Negotiation
* Active Listening

**PROFESSIONAL EXPERIENCE**

**Coca-Cola Refreshments & Southwest Beverages** **August 2011 – June 2020**

**Houston, TX**

**Market Development Manager/Business Development Lead**

* Opened on average 70 new accounts every quarter.
* #1 Business Development Lead in Houston 2014 through present
* #3 BDL in the United States for 2016
* #1 Market Development Manager in Houston MU FSOP in 2012**,** #3 MDM in Houston MU FSOP in 2013
* Demonstrates consistent success in achieving over 125% to goals
* Cultivates relationships with decision-makers for multiple Key Accounts, contributing to steady revenue growth for territory
* Developed a culture that realizes goals through teaming core strengths with company values.

**Valpak of Greater Houston** **May 2010 – March 2011**

**Houston, TX**

**Account Executive**

* Increased Valpak revenue through sales of direct mail solutions to businesses
* Largest sale for a new Valpak representative in the history of Onboarding Program
* Lowest client turnover of any sales representative in Houston office
* Partnered with clients to identify and engage in more opportunities and areas of improvement in their business

**T-Mobile USA, Inc.** **May 2005 – November 2009**

**Rosenberg, TX**

**Assistant Store Manager**

* Increased customer satisfaction to 97%, indicated by random Voice of the Customer Surveys
* Drove sales through upselling features, including internet, text messaging, and equipment protection
* Decreased level of shrinkage by implementing new merchandising guidelines
* Stand-out in creating logical solutions for our customers with my team
* Created positive employee behaviors through ICAN coaching while with T-Mobile

**Senior Retail Sales Representative**

* Top salesperson at two retail locations, consistently exceeding monthly quotas by leveraging product knowledge, consultative sales techniques and high attention to detail.
* One of the top 5 salespersons in the market both in feature and accessory revenue

**Nextel Communications** **October 2004 – April 2005**

**Houston, TX**

**Retail Sales Representative**

* One of the top 10 salespersons in the region both in feature and accessory revenue
* Built rapport with customers by matching their needs to the right product and guiding them through the set-up, operation and maintenance of their devices

**Society for the Performing Arts** **January 2004 – November 2004**

**Houston, TX**

**Ticket Service Associate**

* Assisted in the formation of GHATA (The Greater Houston Area Ticketing Association)
* Sold subscription orders through first-time telemarketing and exceeded expectations by becoming the #1 salesperson
* Spearheaded group sales campaign that increased profits from $10,000 the previous year to $120,000 in profits

**EDUCATION**

**Master of Business Administration 2007**

**University of Phoenix**

**Bachelor of Fine Arts, Concentration in Business 2002**

**The University of Texas at Arlington**