

Alan Wind

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[Your Email]

Professional Summary

Dynamic and results-driven Sales Leader with over 20 years of experience in business development, sales management, and client relationship building. Proven track record of exceeding sales targets, developing growth strategies, and driving revenue in highly competitive markets. Adept at managing high-volume sales, prospecting new clients, and maintaining strong relationships with existing customers. Extensive knowledge of maintenance, repair, and operations (MRO) supplies, including HVAC, plumbing, electrical, and facility management products.

Core Competencies

- B2B Sales & Account Management
- Customer Relationship Management
- Consultative & Solution Selling
- Market Analysis & Strategic Planning
- Revenue Growth & Business Development
- Negotiation & Closing Deals
- Team Leadership & Sales Training
- CRM & Sales Tools (Salesforce, MS Excel)

Professional Experience**Real Estate Managing Broker****Wind Realty – Jacksonville, FL**

January 2015 – Present

- Managed and led a high-performing sales team, providing coaching, training, and strategic sales guidance to drive revenue growth.

- Developed and implemented business strategies that increased market share and customer retention.
- Built and maintained strong relationships with clients, vendors, and industry partners to drive long-term success.
- Negotiated complex deals, ensuring client satisfaction and profitable transactions.
- Analyzed market trends to identify opportunities for expansion and business development.

Education

Associate Degree in Business Management

Florida State College at Jacksonville (FSCJ) | 2008 – 2010

Certifications & Memberships

- **Licensed Real Estate Broker**
- **National Association of Residential Property Managers (NARPM) Member**
- **Licensed Real Estate Agent**