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# SARAH LEWIS

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## EXPERIENCE

ACCOUNT EXECUTIVE, COMMERCIAL BANK & TRUST, MEMPHIS, TN 2023-2024

Identified opportunities to expand banking relationships with customers

Facilitated the opening of new accounts, cross-sell all accounts offered by bank

Assisted customers with IRAs and IRA questions and all account inquiries

Assisted with opening and closing procedures

Strived to improve the efficiency of my work through identifying cost savings

RELATIONSHIP BANKER II, REGIONS BANK, GERMANTOWN, TN 2022-2023

Achieved branch targets and goals by identifying customer needs and providing appropriate guidance and perspective about Regions' solutions

Conducted outbound phone calls using generated customer and prospect lead lists to expand existing customer relationships and acquire new ones

Educated and advised customers on Regions' Consumer and Business products and services, including all loan and deposit types

Educated customers on emerging technology and digital solutions such as mobile, online, and ATM offerings, all designed to make banking easier

Provided a consistent optimal customer experience, which may consist of sharing responsibility for greeting customers and processing transactions

Owned and resolved customer issues

Followed all bank processes and procedures and adhere to applicable laws and regulations

Effectively presented information to clients and internal group of people.

ACCOUNT MANAGER, LEASEPLAN USA, ALPHARETTA, GA 2014-2018

Strategic account leader who implemented exceptional process improvements resulting in increased revenue and cost reductions.

Maintained the business relationship with portfolio of clients while managing the client's expectations of LeasePlan service and suite of solution product management levels.

Managed a client portfolio of over 25 nationwide accounts with a total of over 4 million dollars in revenue.

Created and utilized Business Intelligence Reporting tools that were needed to increase the clients' ability to manage their business efficiently according to monthly and quarterly metrics.

Provided client with consultative approach to managing their fleet performance while recommending services for cost containment and maintain LeasePlan's ROE.

Direct contact for client services leading to best in class service levels.

Supported new client activation implementation processes ensuring a streamlined transition for all clients.

MARKET STRATEGIST, MCKESSON HEALTHCARE, ROSWELL, GA 2012-2014

Mastered and applied a proficiency in consultative marketing and selling to prospects to solve complex healthcare business issues.

Created persuasive and compelling value proposition for the "C" level suite within hospitals, clinics, primary care facilities, long term and specialty care institutions.

Developed, deployed and executed on assigned sales territory plan in conjunction with Sales Executives and Territory Vice Presidents.

Worked across multiple business units, at various levels throughout the organization, to create, manage and deploy a stratification of sales prospects, for a Fortune 15 organization.

Rapidly established rapport on the phone with prospects subsequently applied technical selling skills and product knowledge within the financial clearance, HIE, patient portal,

messaging, population health and risk management domain areas within healthcare.

Responsible for providing over 3 million dollars in closed business to the 10 million dollar funnel for FY13.

**TERRITORY SALE REPRESENTATIVE, CBEYOND, MARIETTA, GA – 2011**

Presented and promoted Cbeyond Beyond Voice services and applications to small business customers.

Increased sales funnel by B2B outside sales cold calling on 60 plus potential customers daily, generating leads via Salesforce, telemarketing, lead groups and chamber meetings.

Partnered with Customer Service and Operations to ensure customer satisfaction.

Assisted in settlement of disputed accounts on behalf of Cbeyond.

**ACCOUNT EXECUTIVE, DMX GROUP, NORCROSS, GA – 2007-2009**

Generated revenue based on the sales of music service and systems to Atlanta local clients thereby providing overall growth to company.

Business to Business outside sales cold calling on 60 plus new leads daily through Salesforce utilization and automation.

Development of lead generation through cold calling and territory marketing campaigns.

Surpassed sales quota by 40%.

**MARKETING COORDINATOR, DDS STAFFING, ROSWELL, GA- 2006-2007**

Managed all phases of direct mail projects and special events for the DDS Dental Team.

Created and executed Marketing Campaigns, Email Marketing resulting in 90% of qualified lead generation.

Coordinated, planned and contributed at trade shows and evaluated target markets and proposed marketing strategies.

Managed all phases of direct mail projects and special events for the DDS Dental Team.

## EDUCATION

UNIVERSITY OF MISSISSIPPI, BACHELOR OF SCIENCE- CONSUMER SCIENCE 2005

## SKILLS

ACCOUNT MANAGEMENT, MARKET STRATEGY, SALES, MARKETING, COLD  
CALLING, CUSTOMER SERVICE, MICROSOFT EXCEL, MICROSOFT  
POWERPOINT, SALESFORCE, NEW BUSINESS DEVELOPMENT, CLIENT  
SERVICES, QUICKBOOKS