

# Pat Yerbak

555-876-5309  
PatYerbak@jobcerch.com

3201 New Job Way  
Birmingham, AL 35249  
LinkedIn.com/in/PatYerbak  
@PatYerbak

## Summary of Qualifications

- Improved customer retention by 58% in 12 months.
- 25% savings in overruns through process redesign.
- Available for extensive business travel both regionally and internationally.
- Led cross functional teams on multiple short term and yearlong projects.

### Sales Experience

*Use headings to move relevant experience to the top.*

**Director of Sales** at Little Tiny Company

- Managed an account list of over \$1,000,000 annual revenue
- Exceeded quota by 50% the 2nd month
- Oversaw multi-state unit with 14 direct sales representatives.
- Grew sales from \$2.6 million to \$11 million.
- Increased retention of top talent by 50%.

### Other Experience

*Other headings can focus on your other KSAs.  
or lump them together under "other"*

**Product Specialist** at Big Fat Company

- Increased customer retention through marketing campaigns that demonstrate software and technology to healthcare providers.
- Produced over \$2,000,000 in revenue from three key accounts.
- Developed value ad features for mobile and web-based CRM
- Product Roadmap collaboration with cross functional teams
- Deployed upgrades and data to over 160 clients installed on SQL client servers.
- Saved \$15,000 annually through implementation of a LMS.
- Vet feature requirements and allocate engineering efforts.

## Work History

<b>Product Specialist</b> , Big Fat Company in Birmingham, AL 35249	June 2014 – present
<b>Director of Sales</b> , Little Tiny Company in Pelham, AL 35245	January 2011 – May 2014

## Education

**BS in Business Administration**  
Auburn University  
Computer Science minor

*Gives the  
chronological  
sequence of  
your positions.*