

Pat Yerbak

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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.

Skills

Break your experience into skill based categories

Customer Retention

- Increased customer retention through marketing campaigns that demonstrate software and technology to healthcare providers.
- Managed an account list of over \$1,000,000 annual revenue
- Deployed upgrades and data to over 160 clients installed on SQL client servers.
- Increased retention of top talent by 50%.

Sales

- Produced over \$2,000,000 in revenue from three key accounts.
- Exceeded quota by 50% the 2nd month
- Grew sales from \$2.6 million to \$11 million.

Product Development

- Developed value ad features for mobile and web-based CRM
- Product Roadmap collaboration with cross functional teams
- Saved \$15,000 annually through implementation of a LMS.
- Vet feature requirements and allocate engineering efforts.
- Oversaw multi-state unit with 14 direct sales representatives.

Work Experience

List your work experience together to show position, company, location, and dates.

Product Specialist

Big Fat Company

Birmingham, AL 35249

June 2014 – present

Director of Sales

Little Tiny Company

Pelham, AL 35245

January 2011 – May 2014

Education

BS in Business Administration

Auburn University

Computer Science minor