

Pat Yerbak

555-876-5309

PatYerbak@jobcerch.com

3201 New Job Way

Birmingham, AL 35249

LinkedIn.com/in/PatYerbak

@PatYerbak

This is a great way to get the best stuff to the top of your resume

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.

Experience

Product Specialist

Big Fat Company

Start with most recent or current position

Birmingham, AL 35249

June 2014 – present

- 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.

Director of Sales

Little Tiny Company

The position is usually more important than the company

Pelham, AL 35245

January 2011 – May 2014

- 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%.

Education

BS in Business Administration

Auburn University

Computer Science minor

Left date off to hide age