

Pat Yerbak

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Summary of Qualifications

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

Re-ordered the KSAs based on the job description - supervisor position with travel

Experience

Product Specialist

Big Fat Company

Birmingham, AL 35249

June 2014 – present

- Product Roadmap collaboration with cross functional teams
- Increased customer retention through marketing campaigns that demonstrate software and technology to healthcare providers.
- Developed value ad features for mobile and web-based CRM
- Produced over \$2,000,000 in revenue from three key accounts.
- 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

Pelham, AL 35245

January 2011 – May 2014

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

Education

BS in Business Administration

Emphasis in Marketing

Auburn University, 2009

Computer Science minor

Included graduation year and marketing – position listed “cutting edge marketing” Didn't want them to think I graduated in the 1900's ☺