

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

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

Big Fat Company
Product Specialist

Birmingham, AL 35249
June 2014 – present

Company #2
Director of Sales

Pelham, AL 35245
January 2011 – May 2014

Education

BS in Business Administration
Auburn University
Computer Science minor