

# Christopher Davis

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## Professional Summary

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With a strategic mindset and a commitment to excellence, I spearheaded numerous initiatives that not only accelerated sales growth but also transformed the overall performance of the organization. By utilizing advanced analytics, I assessed sales performance, identified areas for improvement, and implemented data-driven strategies to achieve continuous enhancement. This approach, coupled with my leadership skills, fostered a high-performance culture within the sales teams, encouraging them to exceed targets through effective motivation and positive reinforcement. Orchestrating targeted sales strategies that almost tripled (280% improvement) revenue streams within a specified time frame showcased my keen understanding of market dynamics. Moreover, I tailored innovative solutions to meet client needs, resulting in enhanced customer satisfaction and increased sales. My commitment to efficiency extended to the design and implementation of streamlined sales processes, creating a more agile and responsive sales organization. Through proactive adaptation to changing market dynamics, thorough market analysis, and strong negotiation skills, I secured profitable deals and partnerships, contributing to sustained revenue growth.

## Skills

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- Relationship building
- Interpersonal skills
- Excel
- CRM software proficiency
- Data-Driven
- Google Workspace
- Presentation skills
- Multitasking Abilities
- Market analysis

## Experience

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Corporate Analyst June 2023 - February 2024  
US Corporate Solutions, LLC, Las Vegas, Nevada, United States

- Performed analysis by providing potential new business owners with entity solutions such as LLC's C Corps, S Corps based on needs and requirements of the clients.
- Established relationships with key industry influencers, fostering strategic partnerships.
- Promoted findings to stakeholders using visual aids such as charts, graphs, and diagrams.

Business Startup Specialist January 2023 - June 2023  
IncAuthority, Las Vegas, Nevada, United States

- Provided potential new business owners with entity solutions such as LLC's C Corps, S Corps and or non profits solutions based on individual and new corporations needs and requirements.
- Encouraged compliance with all relevant regulations by educating clients on the current industry laws and guidelines.
- Presented findings to stakeholders using visual aids such as charts, graphs, diagrams via video conference

Independent Agent, Independent Insurance Agent October 2021 - May 2022  
Chris Davis, Grand Rapids, Michigan, United States

- Drafted specific Medicare, Medicare supplements, and other insurance products to meet clients insurance needs and other unique financial situations.
- Identified and implemented sales strategies to attract new clients.
- Referred clients to other professionals within organization as needed e.g., financial advisors for comprehensive financial planning services.

Sales Manager September 2009 - August 2020  
CFCC, Cloquet Ford Chrysler, Minnesota, United States

- Recruited, trained, and motivated the sales team to achieve individual and collective sales goals. Conducted regular performance

reviews, set targets, and provide constructive feedback to enhance team performance.

- Managed budgets and forecasts, ensuring accurate sales projections and financial planning.
- Developed and implemented effective sales strategies to drive revenue growth.

Sales Manager

February 2004 - September 2009

Luther Family Chevrolet, LutherAuto.com, Duluth, MN

- Created and implemented effective sales strategies to maximize revenue and market share. Collaborate with senior management to set sales targets, budgets, and objectives.
- Led team of sales professionals, providing coaching and training as needed.
- Executed regular performance evaluations for sales team, identifying areas for improvement and setting goals.

Sales Manager

June 2000 - December 2003

Benna Ford Superior, Superior, WI

- Monitored and managed vehicle inventory to meet customer demand and sales targets. Work closely with the inventory and procurement teams to optimize stock levels.
- Mentored team of sales professionals, providing coaching and training as needed.
- Revised CRM systems effectively for managing leads, tracking communications history, and generating reports as needed.

## Education

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Advanced Electronics - US Navy

## References

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Vice President of Sales at US Corporate Solutions, LLC  
Jeremy Kintigh

Chris has a truly unmatched work ethic. He is an amazing team member and would be a wonderful addition to any company. You truly wish you had more like him.