

Joshua Vanecko

Account Executive

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Results-oriented professional with success and focus in sales and client relationship management. Committed to ongoing skill development and exceeding expectations in any environment.

EDUCATION

Bachelor of Arts - Communications

The Ohio State University

Minored in Film Studies - Graduated December 2022

08/2019 – 12/2022

Columbus, Ohio

PROFESSIONAL EXPERIENCE

Sales Development Representative

Command Alkon

- Manage 1,000+ accounts across Northeast, South, Midwest and Brazil, achieving a 98% customer retention rate.
- Exceed monthly sales quotas by up to 375%, generating above average revenue per month.
- Conduct daily outreach to 60+ prospects, resulting in a 40% increase in lead conversion.
- Develop outreach techniques that improve engagement rates by 60%.
- Renew 98% of customer contracts each month, and create 20+ new opportunities monthly through proactive outreach.
- Train new hires, resulting in team centered success.
- Completed 50+ hours of leadership and product training to further expertise.
- Won Rookie SDR of the Year 2024.

04/2024 – present

Account Executive

Nexstar Media Group, Inc.

- Prospect 20+ new relationships daily, leading to a 60% increase in lead engagement and 40% increase in client retention over time.
- Deliver station solutions, including sponsorships and digital offerings, along with Nexstar digital solutions to portfolio of over 35 clients monthly.
- Surpass revenue goals by 30% through a quality-focused approach to client relationships.
- Create and manage TV schedules, sponsorship strategies and creative advertisements.

07/2023 – 02/2024

Myrtle Beach, SC

Producer

Don't Tell Comedy

- Source 10+ venues monthly, plan and execute comedy events. 70% conversion rate.
- Innovate promotional strategies for audience satisfaction by 25%.
- Manage budgets, expenses, and show logistics. Minimize costs by 15%.

11/2023 – Present

Myrtle Beach, SC

Sales Director

Infiniti of Columbus

- Enhanced product expertise daily for 100% effective presentations. Increasing vehicle sales by 50%.
- Fostered 30+ organic outsourcing through relationship-building.
- Exceeded sales goals by 50%, optimizing skill sets.
- Award of Excellence - 100% customer satisfaction and met sales quota.

03/2021 – 05/2023

Dublin, OH

Human Resources Coordinator

Chick-fil-A

- Empowered and motivated teams of 40+ for enhanced customer satisfaction by 20%, loyalty, and growth.
- Fostered positive employee relations increasing satisfaction by 80% through effective communication, training, and task delegation.
- Supervised and led employees of 100+ to ensure high productivity.
- Strategic staff placement maintaining a positive workplace environment.

08/2017 – 03/2021

Columbus, OH

SKILLS

Cold Calling, Identifying SQLs, Technology (Microsoft, CRM, ZoomInfo, ect...), Sales Process, Leadership, Advertising Sales, Quota Attainment, Client Relationship Management, Negotiation, Closing Techniques, Persuasion, B2B Sales, Outbound & Inbound, Lead Generation, Prospecting, Adaptability, Organization Skills, Presentation Skills

LANGUAGES

English, Portuguese, Spanish

ORGANIZATIONS

The Rock

Conway, SC

Volunteer

- Volunteer with Kids Ministry, ensuring a safe and engaging environment for children.
- Organize and participate in various church events, including young adult gatherings, contributing to community building.