

# 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

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### Bachelor of Arts - Communications

*The Ohio State University*

Minored in Film Studies - Graduated December 2022

08/2019 – 12/2022  
Columbus, Ohio

## PROFESSIONAL EXPERIENCE

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### Account Executive

*Command Alkon*

10/2025 – Present

- Manage 1,000+ customer accounts across the U.S., Canada, and Brazil with a 98% monthly retention rate.
- 1M+ Quota with ARR & NRR with 110%+ Attainment.
- Conduct outreach to 100+ prospects daily while managing existing clients through consultative selling.
- Lead tailored product demos to address specific client needs and pain points.
- Handle full sales cycle: quoting, closing, and pipeline management to ensure satisfaction and repeat business.
- Improved outreach engagement rates by 60% through tested strategies.
- Drive 50+ new qualified opportunities monthly through proactive outreach.
- Renew 98% of existing customer contracts on a monthly basis.

### Sales Development Representative

*Command Alkon*

04/2024 – present

- Exceed monthly sales quotas by up to 375%, generating above average revenue per month.
- 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.

### Account Executive

*Nexstar Media Group, Inc.*

07/2023 – 02/2024  
Myrtle Beach, SC

- 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.

### Producer

*Don't Tell Comedy*

11/2023 – Present  
Myrtle Beach, SC

- 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%.

### Sales Director

*Infiniti of Columbus*

03/2021 – 05/2023  
Dublin, OH

- 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.

**Human Resources Coordinator***Chick-fil-A*

08/2017 – 03/2021

Columbus, OH

- 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.

**SKILLS**

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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**

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English, Portuguese, Spanish

**ORGANIZATIONS**

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**The Rock***Volunteer*

Conway, SC

- 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.