

# JAMES T. SALSBERY

146 Deer Court • Chicago, Illinois 60031

Home: (847) 555-8649

Cell: (847) 505-8234

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## SENIOR SALES EXECUTIVE

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Results-driven sales executive with over 20 years of experience marketing financial products and services to high profile clients. Outstanding record of achievement in consultative selling, global cash management, and client development. Extensive travel and international experience. Proactive manager with strong team building, leadership, and motivational skills. Proven record of success and expertise in:

- National & Global Sales
- Consultative Selling
- Public Speaking
- Contract Negotiations
- Project Management
- Marketing & Sales Management
- Client Development
- Global Cash Management
- New Business Acquisition
- Key Customer Retention

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## PROFESSIONAL EXPERIENCE

### **CAPITOL ONE FINANCIAL SERVICES • Chicago, Illinois • November 1985-Present**

#### **Vice President – Senior Account Manager (1996-Present)**

Manage complex relationships with high profile clients representing over \$5M in revenue. Market cash management services and global financial products to Fortune 1000 companies in the pharmaceutical, manufacturing, agri-business, and technology industries.

- Increased revenues 18% YTD, by developing and implementing strategies that identified and closed new opportunities representing \$600M in new revenues.
- Introduced domestic and global treasury solutions to key multi-national customers.
- Project Management: Develop and implement the Y2K/Euro customer initiative.

#### **Vice President – Sales Manager (Promoted in 1992)**

Directed National Sales team in marketing domestic and global cash management solutions to financial institutions throughout North America.

- Developed “Senior Call Plan” initiative and prepared key account global presentations.
- Initiated successful new business acquisition efforts.

#### **Vice President – International Currency Center Director (Promoted in 1990)**

Managed international network of currency clearing centers. Established and executed all pricing negotiation strategies.

- Implemented cost reduction efforts, new product and system enhancements, and global strategy.
- Improved cost efficiencies and processing capabilities by establishing currency center calling program.

#### **Vice President – Regional Sales Director (Promoted in 1988)**

- Led regional sales team selling global and domestic cash management solutions to Fortune 500 companies.

#### **Senior Account Executive (11/85-3/88)**

- Led country in new business acquisition and revenue growth in nine-state territory. Salesperson of the Year, 1987.

## PRIOR EXPERIENCE

### **Senior Account Executive, American Express Travel Related Services, 1980-1985**

- 1982 Sales Excellence Award winner. Ranked first in new customer acquisition, revenue growth, and related field marketing programs.

### **Bank Officer, First Wisconsin National Bank, 1978-1980**

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## EDUCATION

**University of Illinois - Chicago**  
Bachelor of Business Administration Program  
School of Professional Studies  
(Ongoing)

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## PROFESSIONAL DEVELOPMENT

### **Employer Sponsored Training:**

Face-To-Face Selling Skills  
Key Account Development  
New Business Acquisition  
Executive Selling  
Spin Selling  
Reselling for Results

Computer: Proficient with Windows, Excel, PowerPoint, and Internet communications

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## PROFESSIONAL & COMMUNITY ACTIVITIES

- Actively involved in local government. Serve on the community Board of Trustees and on numerous committees throughout Lake County, Illinois.
- Experienced public speaker, addressing groups of all sizes at public meetings, trade shows, and Treasury Management conferences.