

RON SCHACHTER

Nyack, NY 10546

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PROFESSIONAL SUMMARY

Successful Executive Vice President of Sales offering 7 years of experience delivering quality results and exceeding sales goals. Expertise in cost containment, market plan execution and business development. Excellent communication, networking and negotiation skills. Committed to achieving strategic sales goals and building loyalty and trust, both externally and internally.

ACCOMPLISHMENTS

Member of the Indiana University Varsity Swim Team

SKILLS

- Resource Deployment
- Cross-Channel Marketing
- Shipping and Receiving Oversight
- Sales Quota Management
- Pipeline Development
- Sales Strategies
- Go-To-Market Strategy

WORK HISTORY

07/2016 to Current

Executive Vice President of Sales

RF Solutions – Hackensack, NJ

- Crafted overall account sales strategies and coordinated activities of sales executives to achieve revenue goals.
- Developed short and long-term sales strategies to gain market share, uncover new sales opportunities and increase revenue.
- Initiated in-depth account assessments with sales and management teams to evaluate sales potential.
- Performed monthly sales forecasting and competitive analysis to determine product performance levels and need for new product developments.

01/2009 to 07/2016

Director of Wireless Development

ATSG – Briarcliff Manor, NY

- Developed deep understanding of customer needs, priorities and pain points to deliver customized service.
- Created customer loyalty programs to increase repeat business.
- Qualified leads by scheduling introductory discovery meetings and calls.
- Collaborated with sales, marketing and other internal teams to meet shared goals.

EDUCATION

05/1987

Bachelor of Science: Communications

Indiana University Bloomington - Bloomington, IN