



JASON NUGENT

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Summary

High-achieving Senior Account Executive with 19 year history of accomplishment in prospecting high-quality leads, promoting sales and serving customer needs.

Skills

- Account management
- Results-oriented
- Communication
- Customer relationship development
- Relationship management
- Product management and pricing
- Inside and outside sales
- Product and service knowledge

Experience

Silkworm Inc. | Murphysboro, IL
Senior Account Executive
08/2000 - 03/2020

- Researched and secured new accounts within assigned territory to increase sales and profitability.
- Addressed customer questions and concerns regarding product, price and delivery.
- Communicated with clients via email, phone, text, and in-person meetings.
- Managed over 3,000 accounts at one time while bringing in over \$1.4 million in revenue annually.
- Developed strong and long-term client relationships by performing regular account check-ins.
- Deepened relationships with account business by applying strong communication skills, excellent follow-through and industry knowledge.

Education

Southern Illinois University Carbondale | Carbondale, IL
Master of Arts in History
05/2001

Southern Illinois University Carbondale | Carbondale, IL
Bachelor of Arts in History
12/1997

Activities

- Member, DuQuoin Chamber of Commerce Board of Directors
- Former Member, Murphysboro Chamber of Commerce Board of Directors