

Todd S. Zientko

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Accomplished sales account manager with 20+ years of success in sales and sales management. Proven ability to exceed sales targets while improving the customer experience. Extensive experience in working in a team environment while at the same time exceeds as a self-starter in both the field and inside sales environments.

Professional Experience

LexisNexis (Alpharetta, Georgia)

Vertical Account Manager

2016-present

The Vertical Account Manager sales position exists to acquire and grow revenue within established enterprise sales accounts through sales of LexisNexis RISK Solutions products and solutions in an assigned account structure. VAMs will insure and grow additional revenue opportunities and protect revenue base via a total solutions strategic approach, and spearhead the penetration of LexisNexis RISK solutions within assigned accounts through calling (both in the field and telephonically) on existing accounts/bill groups for incremental revenue and growth. Team of the year 2016 and 2018. Sell data to Life Insurance and Financial Companies to provide safe, accurate and quick information to provide better outcomes.

First Advantage (Dayton, Ohio)

2015-2016

Senior Business Development Director

The Senior Business Development Director is responsible for gaining new clients by utilizing a solution sales approach, selling tax consulting services to new customers. Our tax consulting solutions include Work Opportunity Tax Credits (WOTC) and Employment Verification (Verify Advantage). The primary focus of this position is new client acquisition. YTD goals are being exceeded.

LexisNexis (Dayton, Ohio)

2009-2015

Solutions Sales Consultant

Field sales consultant, working with law firms and government agencies in an assigned territory with responsibility for the LexisNexis portfolio of legal research tools and services.

- Circle of Excellence 2011 & 2012(SC of the Year)
- Sold LexisNexis Legal products to both Law firms and Government Agencies.
- Consult and train firms and Government Offices about LN content and product demos on

- defined set of products for both assigned and non-assigned accounts.
- In-depth knowledge of the LN products and master how LN products apply to the daily practice of law.
 - Established excellent customer relationships and act as a resource in meeting the customers' training needs. Foster goodwill by cultivating a positive customer experience through the consulting and training process.
 - Actively probe and problem solve to gather information during the consulting process to uncover future potential opportunities and communicate account information to sales team partner to generate additional revenue.

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Transamerica Investment Management (Dayton, Ohio)

2004-2009

Internal Sales Manager

Grew assets under management 12B to 22B while covering the inside sales business on a nationwide business to business basis.

- Responsible for developing client relationships in tandem with members of the outside sales team.
- Lead market research projects
- Proactively work with prospective and current clients to advance sales and assets goals
- Created/maintain/review marketing materials on a quarterly basis.

Zurich Life (Schaumburg, Illinois)

1998-2004

Brokerage Account Executive

Very successful sales leader in the selling of life insurance products to the consumer.

- The role of Brokerage Account Executive includes sales and sales management for one of the largest insurers in the country.
- Responsible for all aspects of the sales cycle
- Maintain a Life Insurance license for 49 of the 50 states. Series 6
- Received promotion from an Account Executive to a Brokerage Account Executive.
- Developed the orphan business project for Zurich Life.
- Leading National sales agent for 10-year renewal project. 1.1 million in sales for year 2001. Only agent to exceed 1 million in sales.

Sports Authority / Viking Ski Shop (Chicago, Illinois)

1993-1998

District Manager

Successfully managed all aspects of management operations for stores, warehouses, distribution, store setup, recruitment, sales training, merchandising, and purchasing for a chain of ski shops.

- Management of 12 retail ski stores within the Sport Authority organization.
- Managed over one hundred employees throughout the Chicago region.
- Developed district from one store to twelve.
- Had an increase in stores sales of ten to twenty percent every year.

EDUCATION

Bachelor of Arts and Science
Major - Sport Management /Marketing
Bowling Green State University, Bowling Green, Ohio

PROFESSIONAL DEVELOPMENT

Ohio Insurance Life License
Series 6(FINRA)
Get Real Selling (GRS)